

THE AMERICAN ELEVATOR AND GRAIN TRADE



Printed in U. S. A. Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.

Established 1880

PUBLISHED BY
Mitchell Brothers Publishing Co.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

One Dollar Per Annum
SINGLE COPIES, 15 CENTS

VOL. XLIV

431 South Dearborn Street, Chicago, Ill., August 15, 1925

NO. 2

Of Course

We want your business but we want it on a basis that will pay you as well as ourselves. We want it because we have proper facilities for handling it.

Don't be satisfied with slow returns or poor service; send your shipments to

McKENNA & DICKEY

GRAIN

60 Board of Trade
CHICAGO

GRAIN DRYERS
FEED MIXERS
FEEDERS
STEAM COILS
COOKERS
MOLASSES HEATERS



SPECIAL DRY-

THE ELLIS DRIER COMPANY

1201-1229 So. Talman Avenue

ROTARY DRIERS
TRUCK DRIERS
STERILIZERS
FANS
STEAM TRAPS
OAT BLEACHERS

ING APPARATUS

CHICAGO, U. S. A.

WHY-A-LEAK

—STOP IT—

BAD ORDER CARS

cause the loss of many hard earned dollars to shippers of grain and seed.

MUCH OF THIS LOSS can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

KENNEDY SYSTEM of car liners prevents leakage in transit and are made for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

WILL YOU NOT give us an opportunity to submit full details of our system and the low cost for this protection?

THE KENNEDY CAR LINER & BAG COMPANY

SHELBYVILLE, IND.
Canadian Factory at Woodstock, Ontario

WHEN YOU NEED DRIED BUTTERMILK

WRITE OR 'PHONE US FOR

Quality Product, Attractive Prices, Fresh Stock at Convenient Points

Let us help you on

FEED FORMULAS

FEED PLANT ENGINEERING

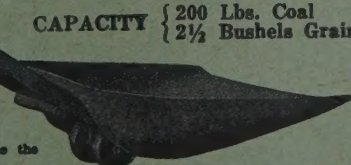
S. T. EDWARDS & CO. 110 S. Dearborn St.
CHICAGO

"THE CLIMAX"

SCOOP TRUCK

CAPACITY { 200 Lbs. Coal
2½ Bushels Grain

Can easily add Twenty-Five cents an Hour to the value of a man's time who uses it in unloading Coal or Grain from box cars. Hence, in two weeks' use the Scoop-Truck will pay for itself and cost you nothing for its use thereafter. It will last for years and save the wearing out of a dozen common scoops in doing a like amount of work. Hundreds have tried it and will certify to the truth of these statements. Why not order now and let the Scoop-Truck be giving itself to you?



Patented July 30, 1907

PRICE: \$15.00 F. O. B. cars at factory

Detroit Scoop Truck Co., 993 Osborne Place, Detroit, Mich.

JONES-HETTELSATER CONSTRUCTION CO.

Designers and Builders

**MILL BUILDINGS :: ELEVATORS
FEED PLANTS**

708-9 Mutual Building, Kansas City, Mo.

Super - Service

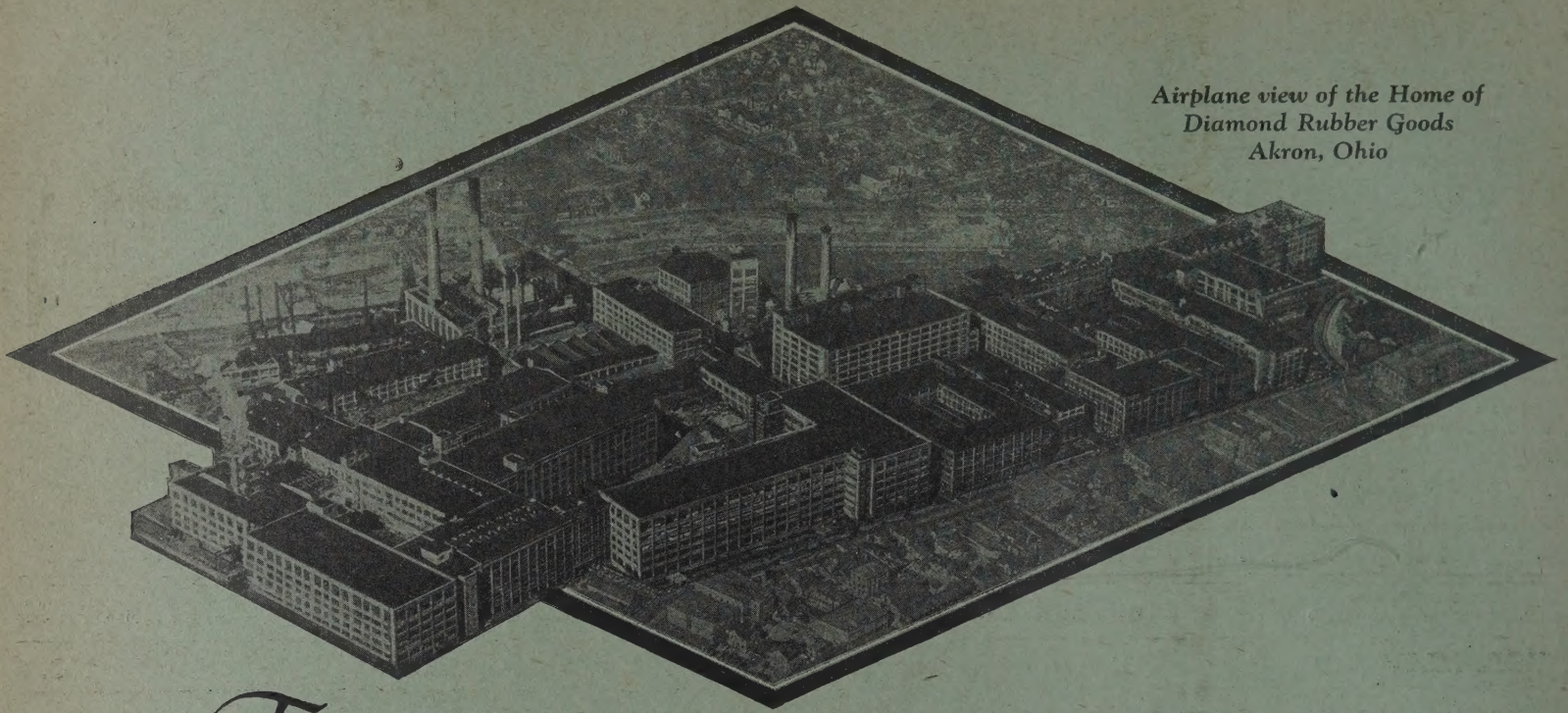
**Grain Elevator and Conveyor
Belting**

Manufactured by

**HAMILTON RUBBER
MANUFACTURING CO.**

Trenton, N. J.

Branches: Chicago, New York, Philadelphia



Airplane view of the Home of
Diamond Rubber Goods
Akron, Ohio

The Character of the house behind the product is the true gauge of its worth

This is the Home of Diamond Rubber Goods—a veritable city of industry.

Built upon more than thirty years of experience, it stands as a substantial proof of the superiority of Diamond products, a striking example of efficiency in serving the rubber needs of man.

Here are unequalled resources and equipment which have produced a line of superior quality products and backed it up with an efficient service system which includes 11 branch houses and several hundred distributors scattered throughout the United States.

No matter what your location or industry you can be promptly served with Diamond Rubber Goods. A letter or phone call to any one of our Branch Offices will receive prompt attention.

THE DIAMOND RUBBER COMPANY, INC., Akron, Ohio

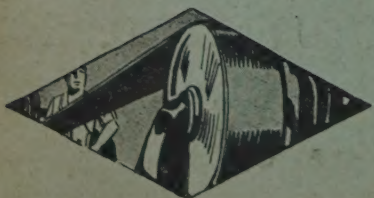
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Los Angeles

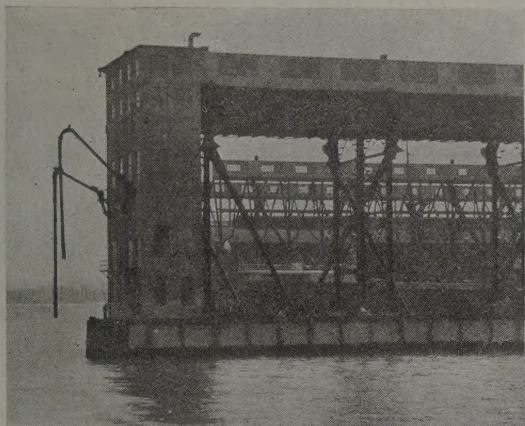
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Diamond

BELTING ~ HOSE ~ PACKING





Airveyor Marine Tower of the Baltimore and Ohio Terminal Elevator, Baltimore, Maryland.

The Airveyor is the standard pneumatic conveying system for grain.

Designed and installed by the

Guarantee Construction Company

139 Cedar Street, New York City

Send us your inquiries

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**is operated for profit to
the Policy Holder**

Several of the largest corporations, Telephone and Telegraph Companies, Public Utilities and others, have adopted the FUNDAMENTAL PRINCIPLE of Mutualization by distribution of stock among their customers.

Mutual Insurance accomplishes the purpose in the most direct method.

Mutual Fire Prevention Bureau

Representing the

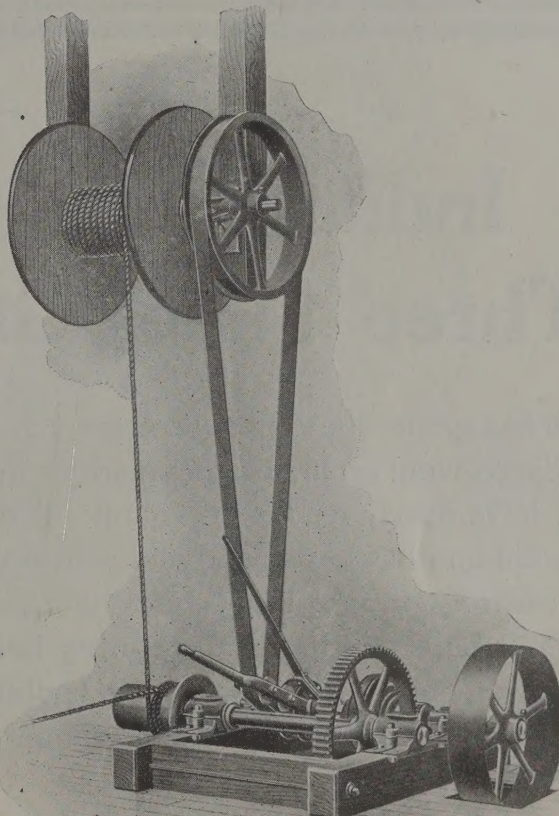
Mill Mutual Insurance Companies

230 E. Ohio St.

Chicago, Ill.

Nordyke & Marmon Company

POWER CAR PULLER



For convenience in spotting empty cars and moving single or trains of loaded cars, the Nordyke & Marmon Company Spur Gear Car Puller, pictured above, will be found most useful and dependable.

It is built in three sizes ranging in capacity from one to twenty loaded cars on level track, and is supplied either with or without rope winding spool and attachments. Plain jaw or friction clutch release on drive shaft is optional.

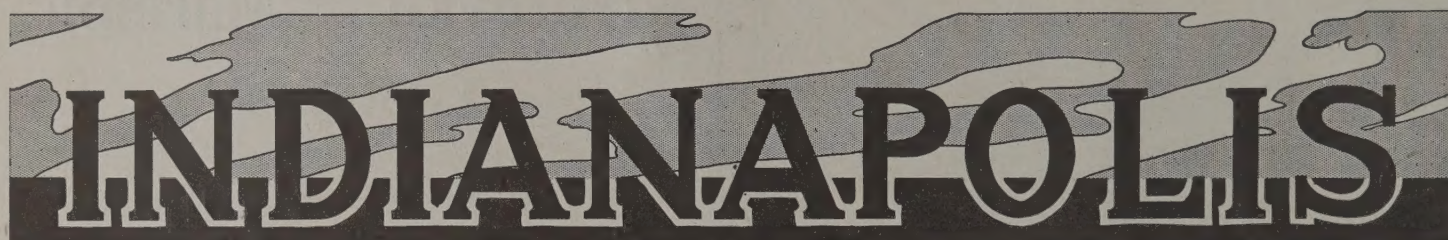
NORDYKE & MARMON COMPANY

Established 1851

Indianapolis

Indiana

AMERICA'S LEADING MILL BUILDERS



INDIANAPOLIS

Indianapolis—Your Market—A Three Times Greater Grain Market

Indianapolis, the center of grain centers, is known today as one of the most important, rapidly growing grain and hay markets in the country. Receipts of grain during the last ten years have nearly trebled in volume, due to the advantages its geographical location offers to the grain and hay producing and consuming sections of the country, its splendid railroad facilities assuring prompt returns on shipments, its large local consumption of grain by its corn and flour mills and its manufacturing industries, its increased elevator storage and drying equipment, its adequate weighing facilities and efficient inspection department. This has made Indianapolis more and more important each season for shippers and buyers of grain, hay and feed.

Movement of Grain and Hay During the Year 1924

	Receipts	Shipments
Corn	18,013,000 bushels	13,483,000 bushels
Oats	11,744,000 bushels	10,009,000 bushels
Wheat	5,018,000 bushels	2,635,000 bushels
Rye	262,000 bushels	157,600 bushels

The following Receivers and Shippers are members of
Indianapolis Board of Trade

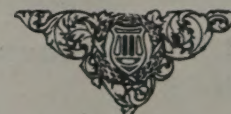
The Cleveland Grain Co.
OPERATING FIVE TERMINAL ELEVATORS
Mighty Good Consignment Service
Ed. K. Shepperd, Manager

JAMES E. BENNETT & CO.
GRAIN, STOCKS, COTTON
MEMBERS
New York Stock Exchange
Chicago Board of Trade
and other leading exchanges.
Cash Grain Shipments Solicited
Indianapolis branch at 718 Board of Trade

H. E. Kinney Grain Co.
COMMISSION—BROKERAGE



The Bingham Grain Company
Receivers and Shippers of
G R A I N



WELLER EQUIPMENT

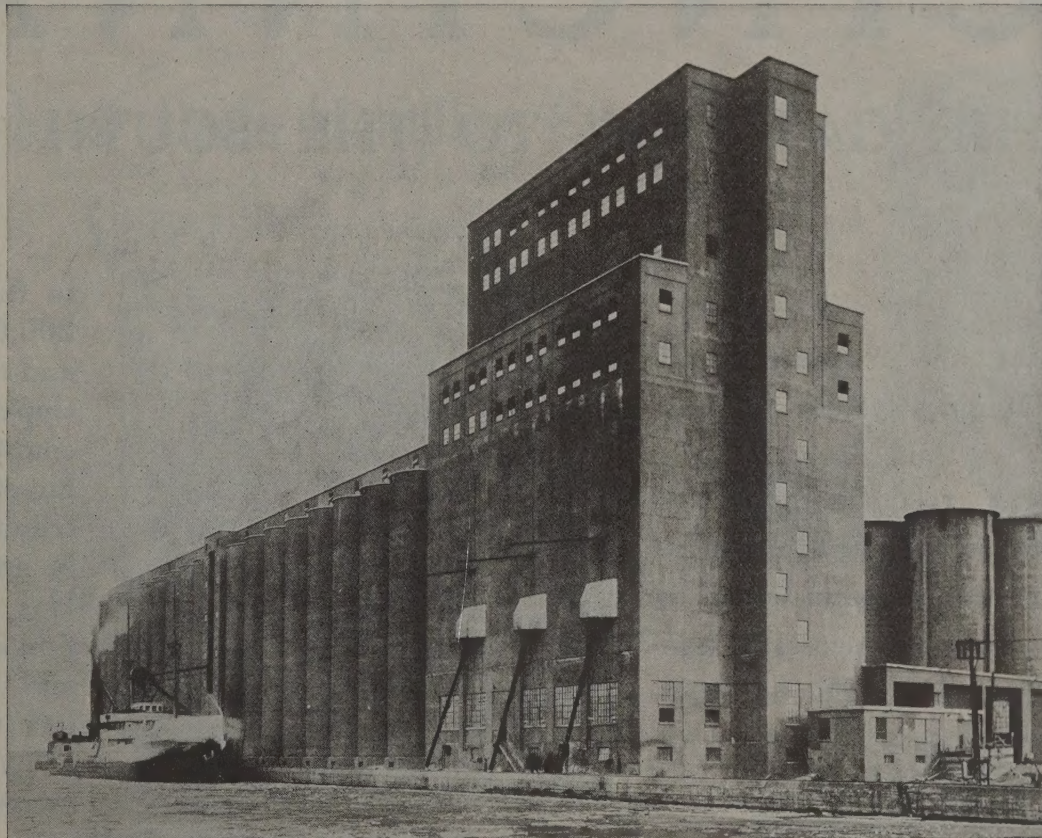
The Better Kind of Grain Handling Machinery



WE MAKE

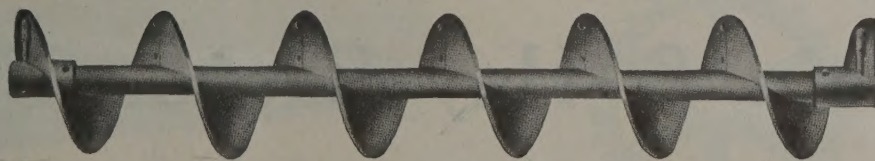
Apron Conveyors
Belt Conveyors
Drag Conveyors
Pan Conveyors
Mixing Conveyors
Spiral Conveyors
Trippers
Bucket Elevators
Elevator Buckets
Elevator Boots
Elevator Casing
Elevator Heads
Sack Elevators
Barrel Elevators
Elevator Spouts
Loading Spouts
Dock Spouts
Chain
Sprockets
Grain Cleaners
Truck Dumps
Wagon Dumps
Truck Hoppers
Power Shovels
Car Pullers
Rope Drives
Gears

Power Transmitting
Machinery



Weller made products are sold on the basis of quality. Installed in your elevator they will help you to operate at full capacity at the lowest cost for upkeep. Frequent shutdowns and waiting for repairs dissipate your profits.

WELLER SPIRAL CONVEYORS



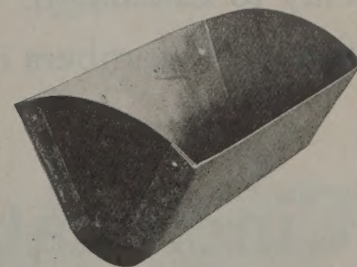
Cold Rolled Steel Sectional Flights. Wear Long. Evenly Balanced. Run True. Interchangeable with All Standard Makes.

We Also Make

Aluminum, Brass, Cast Iron, Copper, Galvanized, Monel Metal and Tinned Spiral and Ribbon Conveyors

Send Us a List of Your Requirements We Will Quote Prices

WELLER SUPER-CAPACITY ELEVATOR BUCKETS



Increase the capacity of your Elevator. Perfect discharge at low or high speed. Substantially constructed of heavy sheet steel, riveted at each corner and spot welded on the laps. Reinforced with extra thickness of steel on the back.

Descriptive Circular On Request.

WELLER MFG. CO.

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Chicago, Ill.

SALES OFFICES:

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BALTIMORE

BUFFALO

PITTSBURGH

DETROIT

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OMAHA

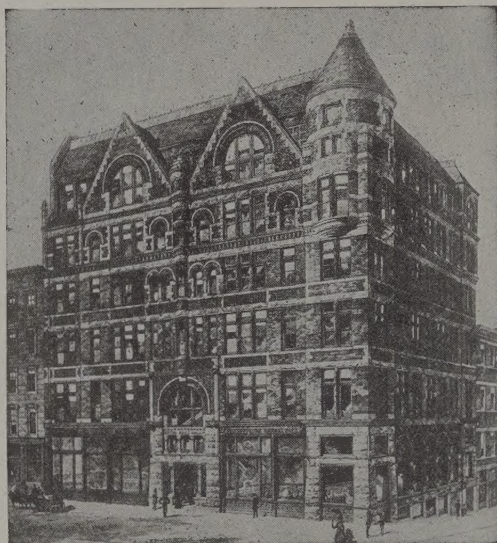
SALT LAKE CITY

CINCINNATI

THE GATEWAY TO THE SOUTH AND EAST

Has the "square deal" plugging system for hay.

Has reconsignment and transit privileges and other favorable points which insures most successful handling of grain or hay shipments.



Home of the Cincinnati Grain and Hay Exchange

Is the terminal point for 200,000 miles of railways and therefore a convenient shipping point for the country dealer, and local buyers are enabled to distribute all products quickly and to best advantage. Has weighing and inspection service second to none and up-to-date grain and hay merchants constantly safeguarding their patrons' interests.

Those are just a few of the reasons why you should ship your Grain and Hay to Cincinnati. Ship to any of the following responsible grain and hay firms, all members of the

Cincinnati Grain & Hay Exchange

DE MOLET GRAIN CO., Grain and Hay

A. C. GALE & CO., Shippers of Choice Milling Wheat

CLEVELAND GRAIN & MILLING CO., Grain

EARLY & DANIEL CO., Hay, Grain, Feed

SCHOLL GRAIN CO., Grain Exclusively

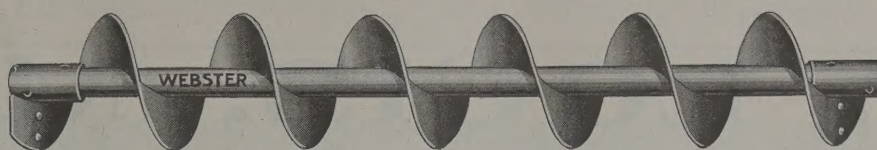
PERIN, BROUSE, SKIDMORE GRAIN & MILLING CO., Grain, Hay, Feed

MUTUAL COMMISSION COMPANY, Strictly Commission

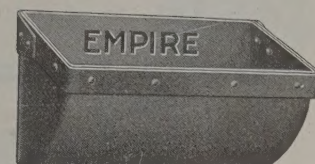
THE FITZGERALD BROS. CO., Commission Merchants, Receivers and Shippers of Grain and Hay



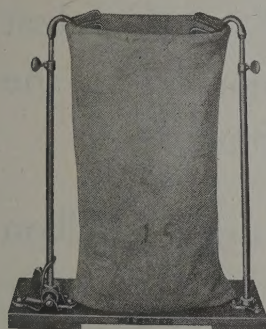
Buffalo Elevator Bucket



Steel Screw Conveyor



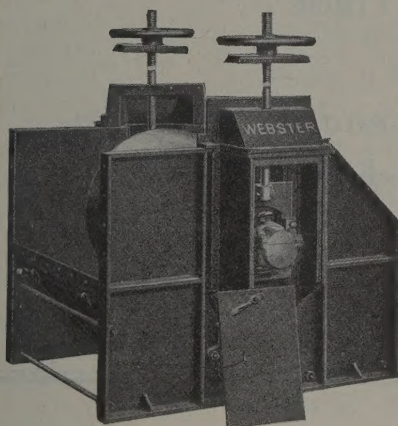
Empire Elevator Bucket



Mosher Bag Holder



Champion Flour Scoop



Elevator Boot

Webster Grain Handling Equipment

WHETHER your requirements are for elevator buckets, sprockets, chains, bearings, friction clutches, elevator boots, car pullers, grain scoops, power shovels, or complete equipment for handling grain, flour and feed, Webster offers you an opportunity to obtain the best.

Our forty-nine years' experience in designing and manufacturing grain handling equipment has enabled us to produce only that which is recognized as superior.

No matter what your grain handling problem is, Webster equipment, plus our engineering staff, will more than likely lead you out of your difficulties. Catalog showing our complete line of grain handling equipment sent on request.

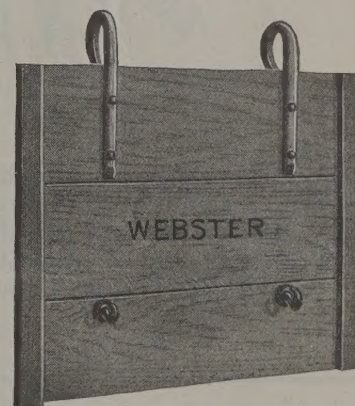
THE WEBSTER MFG. COMPANY

4500-4560 Cortland St.

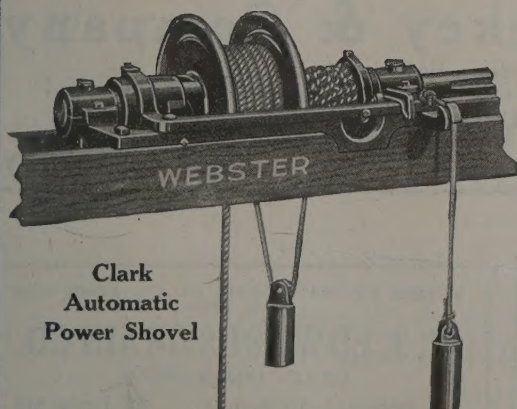
CHICAGO



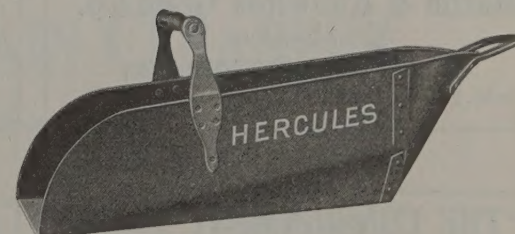
Car-Loading Spout



Power Shovel Scoop

Clark
Automatic
Power Shovel

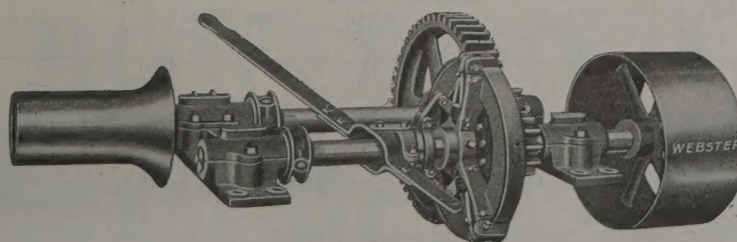
Sprocket Wheel



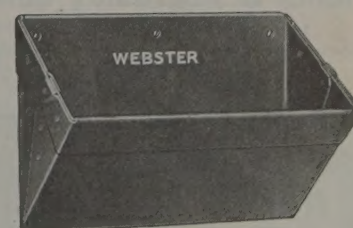
Hercules Grain Scoop



Salem Elevator Bucket



Car Puller



Minneapolis "V" Elevator Bucket

ST. LOUIS
MERCHANTS' EXCHANGE
GATEWAY

MISSISSIPPI ← **RIVER** → **S**

RAILROADS:

- CHICAGO & ALTON R.R.
- BALTIMORE & OHIO SOUTHERN R.R.
- PENNA. R.R. SYSTEM
- CLEVELAND Cn. CHICAGO & ST. LOUIS RY.
- CHICAGO & EASTERN ILLINOIS RR.
- LOUISVILLE HENDERSON & ST. LOUIS RY.
- SOUTHERN RAILWAY
- LOUISVILLE & NASHVILLE R.R.
- ILLINOIS CENTRAL R.R.
- MOBILE & OHIO RAILROAD
- CHICAGO & ALTON (WEST) R.R.
- ST. LOUIS IRON MOUNTAIN & SOUTHERN RY.
- MISSOURI PACIFIC RY.
- FRISCO SYSTEM
- ST. LOUIS SOUTHWESTERN (COTTON BELT)
- ROCK ISLAND SYSTEM
- MISSOURI KANSAS & TEXAS RY.
- WABASH (WEST) RAILROAD
- CHICAGO BURLINGTON & QUINCY RR.
- ILLINOIS TRACTION SYSTEM
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- ST. LOUIS & O'FALLON RY.
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- CHICAGO PEORIA & ST. LOUIS R.R.
- TOLEDO ST. LOUIS & WESTERN R.R.
- WABASH (EAST) RAIL ROAD
- CHICAGO & BURLINGTON & QUINCY R.R.

St. Louis Leading Consignment Market in United States

GEO. C. MARTIN, JR. FRED C. HOOSE P. C. KNOWLTON
President Vice-President Sec'y & Treas.

Martin & Knowlton Grain Co.

Successors to

GOFFE & CARKENER CO.

Suite 516 Merchants Exchange, St. Louis, Mo.

Toberman, Mackey & Company

Fastest Growing Commission House in America.

Can handle your consignments in St. Louis and Kansas City.

GRAIN, HAY AND SEEDS

ST. LOUIS

KANSAS CITY

“THE CONSIGNMENT HOUSE OF ST. LOUIS”

GRAIN, HAY and GRASS SEEDS

Picker & Beardsley Com. Co.

125 MERCHANTS EXCHANGE

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GRAIN AND HAY

202 Chamber of Commerce

**Write Us for Full
Information on
St. Louis Markets**

ST. LOUIS

Consignments a Specialty

**BUYERS OF TRACK GRAIN OF ALL KINDS AND
MILL FEED**

W. J. EDWARDS GRAIN CO.

GRAIN COMMISSION

504 Merchants Exchange St. Louis, Mo.

Carefully Selected Milling Wheat and Corn Our
Specialty

GRAIN

MARSHALL HALL GRAIN COMPANY

HANDLED ON COMMISSION
BOUGHT TO ARRIVE
SOLD FOR SHIPMENT
EXPORT

ST. LOUIS
ST. JOSEPH

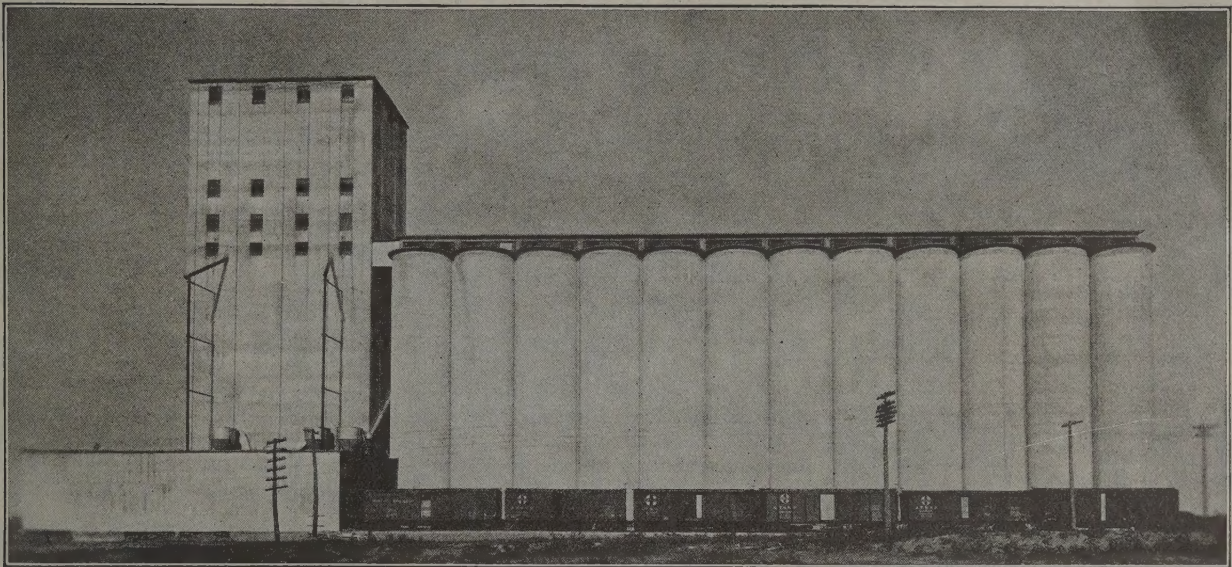
For Milling Wheat Come to St. Louis

Best Grades of Soft Winter and Hard Red Wheat always available. Millers for years have found the St. Louis Market most satisfactory for wheat supplies.

The Winter Wheat Market



"Eureka" - "Invincible" Grain Cleaning Machinery



"Katy" Elevator, Fort Worth Elevators Co.,
Jule G. Smith, President,
Fort Worth, Tex.

In this great plant, one of the finest in the Southwest and the pride of Mr. Jule G. Smith, the genius back of the project, there is a very complete installation of "Eureka" Grain Cleaners: Two 5,000-bushel "Eureka" Elevator Separators, a 1,500-bushel "Eureka" Oat Clipper and three "Eureka" Dust Collectors. Mr. Smith himself specified the ultra-refined mechanical details of these fine machines.

Mr. Smith assures us that he will be pleased to show his "Eureka" to those who are interested. If you cannot visit the "Katy" Elevator at least write Mr. Smith and ask him for his opinion of Howes machinery and Howes service.

"EUREKA" and "INVINCIBLE" GRAIN CLEANERS

are giving a full measure of satisfaction to thousands of elevator owners

REPRESENTATIVES

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J. Q. Smythe, 3142 Bellefontaine St., Indianapolis, Ind.
P. E. Dorsey, 3850 Wabash Ave., Kansas City, Mo.

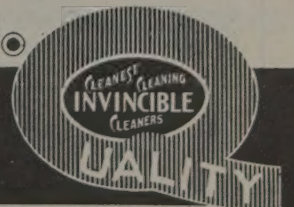
Geo. S. Boss, Grand Hotel, New York City
S. W. Watson, Osburn House, Rochester, N. Y.
H. C. Purvine, 111 Fifth St., Bristol, Tenn.

Bert Esley, Box 363, Fremont, O.

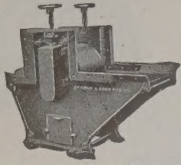
Special Sales Agents: Strong-Scott Mfg. Co., Minneapolis, Minn.

S. HOWES CO., Inc.

INVINCIBLE GRAIN CLEANER CO. SILVER CREEK, N.Y.



"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY



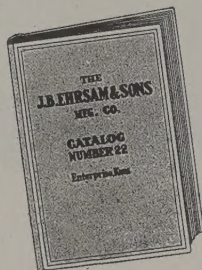
“EHR SAM”

GRAIN HANDLING & MILLING EQUIPMENT

LARGE STOCKS FOR PROMPT SHIPMENT

WHEN you are in a rush for Grain Handling and Milling Equipment, remember we are here to serve you—and quickly. Large stocks of standard parts always on hand and on special equipment, our service will surprise you.

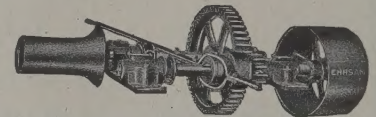
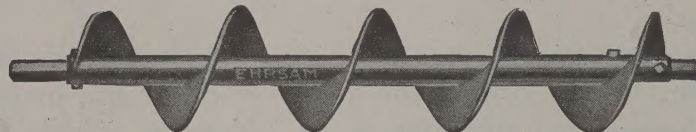
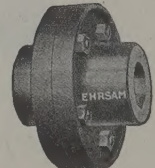
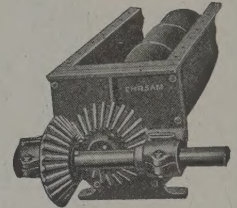
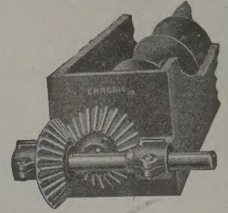
SEND FOR THIS VALUABLE CATALOG



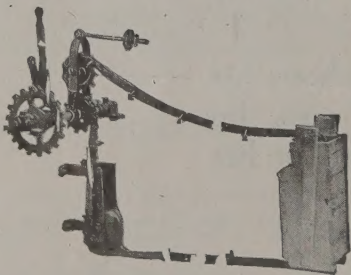
Every elevator and mill operator should have a copy of this valuable catalog. Besides showing the complete line of “Ehrsam” Grain Handling and Milling Equipment, it also contains data of much value to every operator. We suggest that you write for your copy today.

J. B. EHR SAM & SONS MFG. CO.
ENTERPRISE, KANS.

Manufacturers of Machinery for Flour Mills; Grain Elevators; Cement Plaster Mills; Salt Plants; Coal Handling and Rock Crushing Systems; Fertilizer Factories; Power Transmission, Elevating & Conveying Equipment



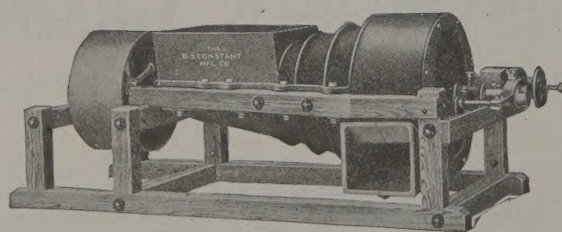
Get Your Grain in—and the Farmer Out—in a Hurry. The Cost Is No More.



Here is your combination for speed and insurance against the costly “Choke-up.”

The U. S. Chain Conveyor and Feeder
The U. S. Pitless Corn Sheller
The U. S. “V” Type Elevator Bucket

We build our chain feeders to deliver the capacity of U. S. sheller which is sufficient endorsement of durability and capability.

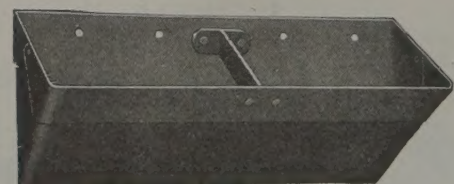


The “V” bucket completes a U. S. Sheller installation by giving the increased elevating capacity required. Manufactured in all sizes with dies stamping the bucket at one operation from a single sheet of metal.

Priced accordingly

Statement by Owner

“The U. S. Sheller has devoured everything from cog wheels to 40 feet of drag chain and seems to like it. Leaves the cobs cleaner and in better size than other shellers we are operating.”



CONSTANT XXth CENTURY CORPORATION

Manufacturers of Grain Elevator Equipment and XXth Century Flour Mills

BLOOMINGTON, ILL.



Manchester Ship Canal Elevator
Manchester, England
Capacity 1,500,000 Bushels
Completed 1914



Buenos Aires Elevator Co.
Buenos Aires, Argentina
Capacity 750,000 Bushels
Completed 1920



John S. Metcalf Co. Grain Elevator Engineers



Chicago & North Western Railway Elevator
South Chicago, Illinois
Capacity 10,000,000 Bushels
Completed 1920

OFFICES:

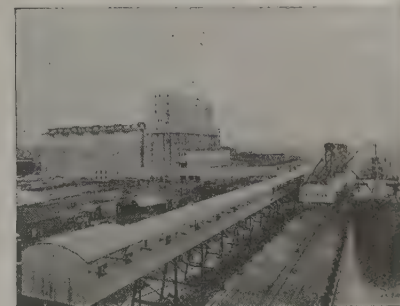
Chicago, Illinois, - - - 108 S. La Salle Street
Montreal, Canada, - 54 St. Francois Xavier Street
Melbourne, Australia, - - 395 Collins Street
Vancouver, B. C., - - - 837 W. Hastings St.



Harbour Commissioners Elevator No. 2
Montreal, Quebec
Capacity 2,600,000 Bushels
Completed 1912



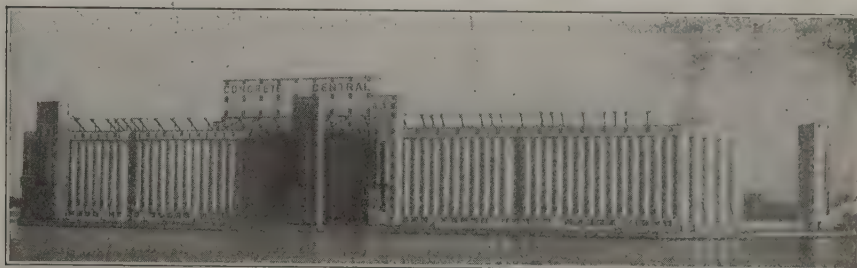
Sydney Terminal Elevator
Sydney, Australia
Capacity 6,400,000 Bushels
Completed 1921



MONARCH

Built Elevators
Assure You
Economical Design
First Class Work
Efficient Operation
and
Satisfaction
Let Us Submit
Designs and Prices

One of the Modern Houses Which Has Made a Record
for Rapid and Economical Handling
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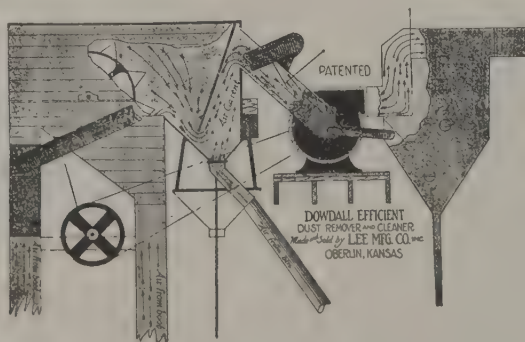
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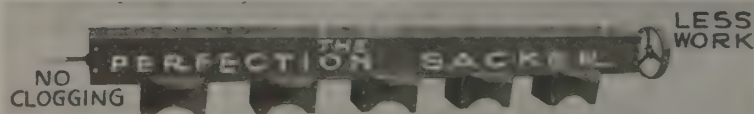
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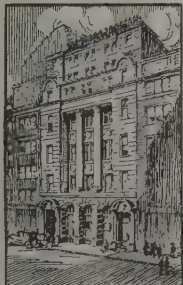
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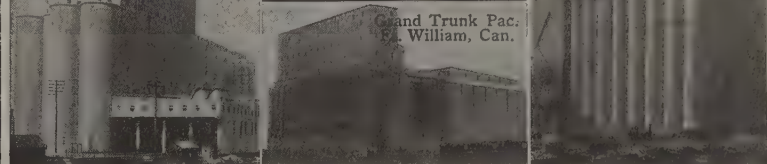
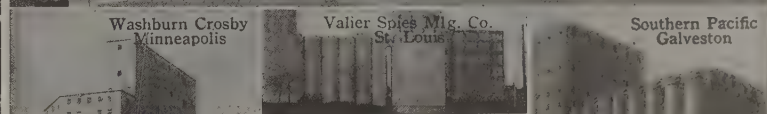
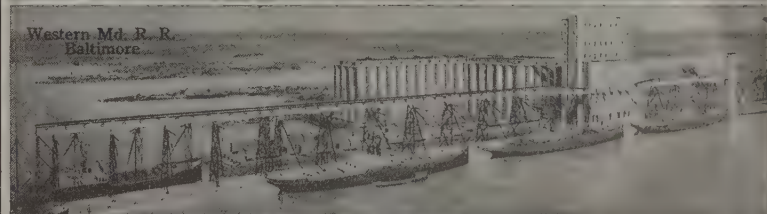
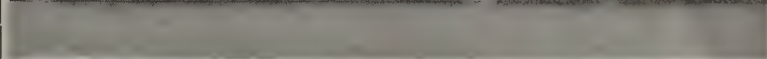
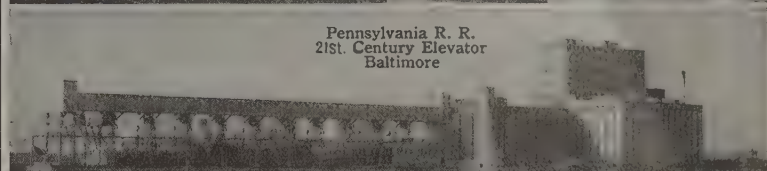
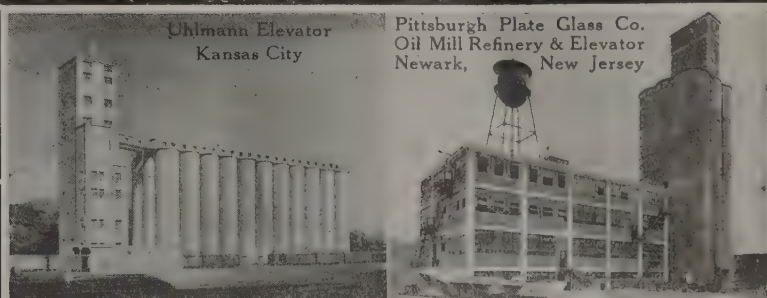
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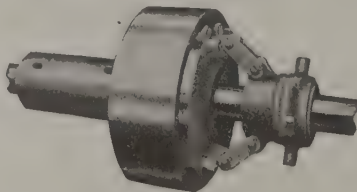
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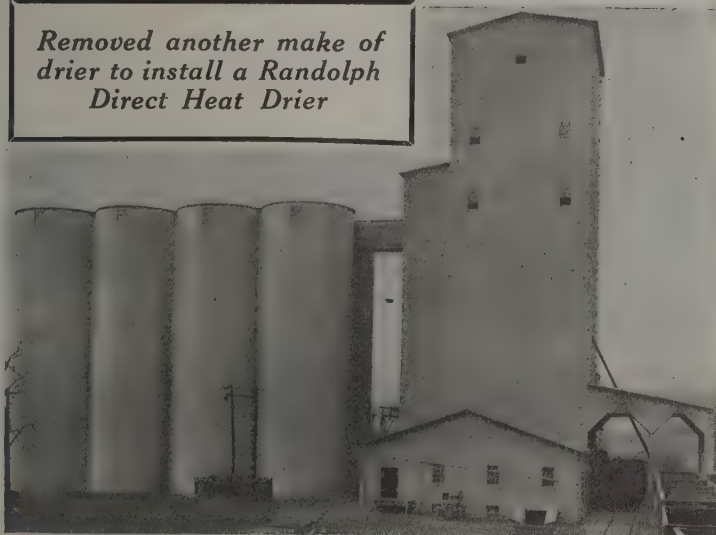
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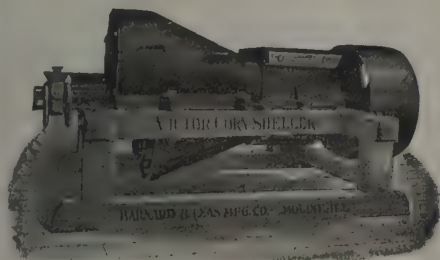
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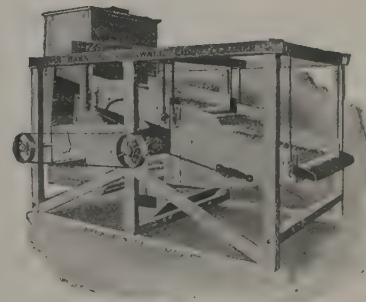
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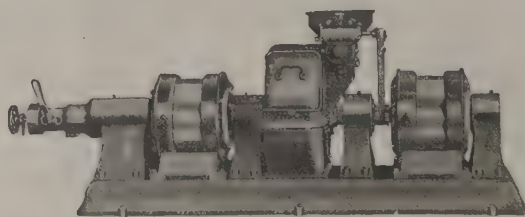
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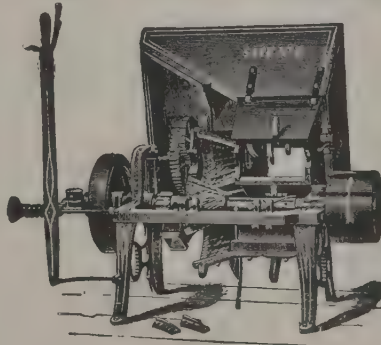
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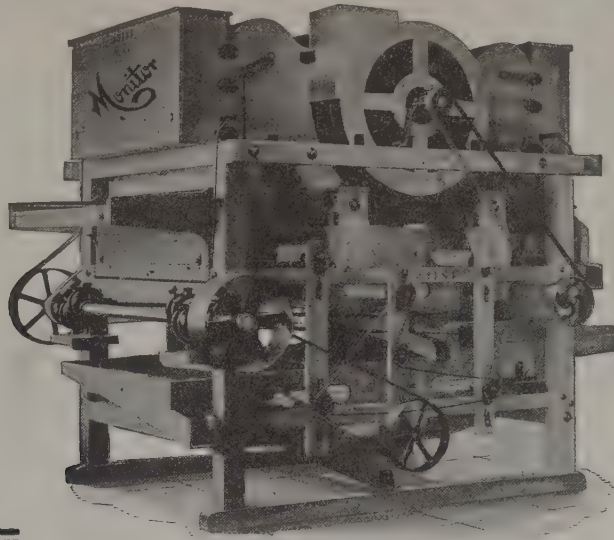
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Established in 1882.



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English and Foreign subscription, \$1.75 per year.

Established in 1882.

VOL. XLIV

CHICAGO, ILLINOIS, AUGUST 15, 1925

NO. 2

Storage Increased in Omaha District

New Concrete Addition to Rock Island Elevator Adds 850,000 Bushels Storage to Facilities at Council Bluffs, Iowa

COUNCIL BLUFFS, IOWA, directly across from the important market of Omaha, Neb., has gained prominence in the grain trade by a gradual process, and the need for added storage has been felt from time to time as the market requirements advanced. Omaha, as a grain center, may be said to have had its inception in 1904. Through the efforts of the exchange at that time, the transportation companies were compelled to recognize the Omaha market and readjust rail rates on grain throughout the adjacent territory, so that shipments to Omaha and from Omaha to other markets could be made for the same tariff rate as the through rate from place of origin to those markets.

This made it possible for the Omaha grain mer-

chants to sell to exporters or large consumers to better advantage than before they had a home market, and in the two years following, no less than 10 terminal elevators sprang up to store the large quantities of western grain in that market. Despite such difficulties as may have been encountered from time to time in recent years with the railroads, the lapses in providing sufficient rolling stock and adequate equipment, and other similar troubles, they have with fairness met the need for sufficient grain terminal facilities. The terminal elevators around Omaha, and in Council Bluffs, have been among the largest and best that have been constructed, and have contributed an important part of the prosperity of business in the surrounding area.

Formidable gains in grain business have been characteristic of development in Omaha, and with the gradual extension of the corn belt to the north, the market has been widened. Where not so many years ago Spring wheat and oats were about the

only grains handled in sizable lots, now both Spring wheat, Winter wheat, oats, corn, sorghum and seeds, as well as Alfalfa and hay, are among the commodities which occupy a prominent place in this home market.

For some time, the Chicago, Rock Island & Pacific Railroad has had an elevator at Council Bluffs, Iowa, the original house being one of wooden construction. In the last few years it has been apparent that the exigencies of the case warranted a substantial addition to the storage, and accordingly plans were made for a modern addition which would bring the capacity of the plant up to a figure more commensurate with the needs.

With the Folwell-Ahlskog Company of Chicago

class materials used in its erection and its first class equipment assures operating efficiency.

As to the hazard of explosion and the safeguards against fire, everything possible has been done to reduce these to a minimum insofar as danger is concerned. The type of construction is well calculated to protect against all ordinary contingencies and is in accordance with the latest methods. All of the machinery is strictly modern and the latest devices have been provided.

The elevator storage is divided into 45 tanks, each of which is 18 feet in diameter and 85 feet in height. There are two 36-inch conveyors under the storage as well as two 36-inch conveyors over the storage. Stinson Roller Bearing Trippers were fur-



NEW CONCRETE ADDITION TO THE ROCK ISLAND ELEVATOR AT COUNCIL BLUFFS, IOWA

acting as designers and builders, arrangements were made for the speedy erection of a concrete unit, which would give the new Council Bluffs house a capacity of 850,000 bushels. The work was pushed forward, with the result that only 90 days elapsed between the breaking of ground and the completion of the plant, which is at present in full operation. In order to get the new elevator in action in such short time a special effort was made, and the promises of the builders were fulfilled to the letter.

The foundation of the new plant is somewhat out of the ordinary. The plant is set on a concrete mattress which projects six feet all around the building, thus reducing the load on the ground. The photograph from which the illustration printed in this issue was made gives a fair idea of the way in which this was done. The plant as a whole is very compact and presents a substantial and neat appearance. The stability of the whole structure is fully assured by the strong foundation and first

nished by the Webster Manufacturing Company. The general machinery was furnished by the Weller Manufacturing Company, Chicago. The belting was supplied by the Diamond Rubber Company.

Electrical power is used, and current is also provided for lighting. The current comes from a central station nearby and takes care of the four motors in the elevator. Two of the motors are of 40 horsepower and two are of 50 horsepower. The Morse Chain Drive has been installed. It is the belief of the construction engineers that the very highest degree of efficiency should be achieved with the aid of the excellent equipment in use, and the permanency of the mechanical perfection is well assured with a minimum cost of repairs.

One feature of some prominence in the new structure is the well lighted cupola. As will be noted in the accompanying illustration, the openings are numerous and the facilities for lighting and ventilating are better than average. The ad-

vantages of this structural feature are obvious and constitute an important factor from an operative standpoint.

The elevator is owned by the Chicago, Rock Island & Pacific Railroad, and is being operated by the Trans-Mississippi Grain Company, of which C. D. Sturtevant is president. He has for a long time been linked with the progress of the grain trade in and about Omaha, and at present occupies an important position in its development, as he is president of the Omaha Grain Exchange. Among those who had a significant part in the erection of this new plant were A. T. Hawk, who was the engineer of building representing the railroad and L. A. Stinson of Chicago, consulting engineer.

HOW PROPOSED PIT CLEARING HOUSE WILL FUNCTION

Proponents of the grain clearing house, the service of which would relate to every operator on the Chicago Board of Trade, although they have met with some preliminary difficulties in getting the plan accepted by the directors of the exchange, still contend that the clearing house idea is sound and workable, and that it will be finally accepted by the Board.

This latter system provides for the formulation of a clearing house corporation which would, at the end of each day, stand responsible for one end or the other, of all open contracts.

In other words, a commission house long 1,000,000 bushels of wheat at the close of the day would regard the clearing house corporation as owing them that 1,000,000 bushels, while a commission house short 1,000,000 bushels would regard itself as owing the clearing house corporation 1,000,000 bushels, and parties taking an intermediate part in creating the long or short would be eliminated. Elevator operators hedging grain in their elevators in the pit would be required to settle their hedges according to the price at close, or if the market favors them, the clearing house would pay them the margin due. For instance, a manager might take in 200,000 bushels of wheat and then immediately sell 200,000 bushels September wheat in the pit. The market that day drops one cent; the clearing house corporation would then owe him, and pay him (if he wanted to settle immediately) \$2,000. On the other hand, if the market rises a cent, he would owe the clearing house corporation \$2,000, but the value of his grain holdings has meanwhile increased \$2,000.

As proposed, the clearing house corporation would pay for itself and build a reserve fund to take care of failures of members. Revenue would be provided for by an arbitrary charge of a few cents per 10,000 bushel lot of grain cleared. It has been estimated that a charge of 10 cents per 10,000 bushels of grain cleared would bring in about \$600,000 in a year, a sum fully sufficient to pay running expenses and a margin for reserve.

THE DOLLARS IN DOCKAGE

There has been much guesswork as to the money lost annually through dockage waste. Here are a few actual figures on the subject. In 1924 North Dakota produced in the wheat and flax crops approximately 19,600,000 measured bushels of dockage. About 15,000,000 bushels of this dockage was mill oats and the balance seed screenings.

There are about 1,700 elevators in North Dakota. If the 1924 crops of wheat and flax were evenly divided between these 1,700 elevators, each elevator would handle over 11,500 measured bushels of dockage.

Speaking before North Dakota grain men, Robert H. Block, head of Grain Cleaning Investigations, United States Department of Agriculture, gave some further pertinent facts.

"The saving in freight by cleaning grain before shipment usually amounts to from one to three cents per bushel on the net wheat or flax sold. The elevator which is the longest distance from the terminal market can afford to clean out lower per-

centages of dockage if the one item of freight saved alone is considered.

"Clean grain always has a better appearance than dirty grain and buyers in competitive markets will unconsciously pay a better price for the clean grain than for dirty grain. At the same time the cleaning of grain often raises the grade of the grain one or two grades and this will bring a better price for the grain, even in non-competitive markets. Investigations made by the Department indicate that an average price of approximately three cents per bushel is paid for clean wheat over uncleared wheat. This is true even when the dockage amounts to only 5 or 6 per cent."

A careful consideration of all the data available, Mr. Block stated, shows that more dockage was produced in North Dakota in 1924 than in 1923. The average yield of dockage per acre in wheat in North Dakota in 1923 was only 56.5 pounds, while in 1924, the average yield of wheat dockage per acre was 62.4 pounds; and in 1924 North Dakota produced 9,051 carloads of wheat dockage. This is an increase in the 1924 crop over the 1923 crop of 1,563 carloads of 60,000 pounds each. The average flax dockage for the entire state of North Dakota was approximately the same in 1923 and 1924, due to the large amount of wild oats produced in the 1924 crop of flax. In 1924 the average acre of flax produced 100.2 pounds of dockage and the entire state of North Dakota produced 3,444 carloads of flax dockage of 56,000 pounds each.

NEBRASKA POOL CONTRACTS HELD LEGAL

The Nebraska Wheat Growers' Association has sought, through the courts, to restrain C. C. Norquest & Son from selling other parties any part of their grain, and the Nebraska Supreme Court has now handed down a decision stating that the association was within its technical, legal rights when it insisted on the enforcement of the pool contract.

Defending the decision, the court stated that a non-profit, co-operative association which has for its purpose the orderly marketing of the wheat of its members and which does not control prices, restrain trade or prevent competition, does not constitute an unlawful combination. It was contended by the defense that it transgressed the state law against trusts, and that so long as these co-operatives were not specifically exempted, they were prohibited under the law.

The court believed the evidence disclosed that its purpose was not to retard, but to stimulate trade by intelligent and efficient management by a few for the benefit of the many. It is a simple, businesslike scheme, the judge declared, on the part of the raisers of wheat to get more for their products without encroaching on the rights of others. It is entirely without the evil features aimed at in the anti-trust law, it is open to all, there is no preference in the division of profits, and nothing that shows a tendency to control prices, restrain trade or prevent competition.

He also maintained that the injunction is a proper remedy in spite of the proviso in the contract that for every violation of the selling contract the raiser must pay 25 cents a bushel for each bushel sold through another agency.

A ONE-MAN ELEVATOR

W. M. Sheridan, of Trenton, Neb., has a unique record to his credit inasmuch as he not only runs an elevator by himself, but spends his time and energy in a plant which he himself built. He knows his business from the ground up.

The Sheridan Grain Company's house is 24x24x30 feet, and has a storage capacity of 12,000 bushels in its eight bins. It is of the cribbed type of house. Three electric motors furnish the required power through belt drives to the various machines. A Hess Dryer is installed, a blower, and one grain cleaner. A belt conveyor is also in use. The weighing is taken care of by a Richardson Scale. The scales are so arranged that the farmers can dis-

charge their grain with the minimum of inconvenience.

Mr. Sheridan reports that the plant, opened in January of this year, was built and running in five weeks. In constructing it, care was taken to make it thoroughly rat-proof, and a good all-around storage unit for the community around Trenton, which he serves.

WANT U. S. PROTEIN REFEREE

The need for a referee laboratory in Kansas City, Mo., has been felt for some time, and the Kansas City Protein Referee Board is now taking steps to gain the co-operation of the United States Department of Agriculture. A petition has been drawn up for the establishment of a referee laboratory under the direction of the Government. Appeals on protein tests would then finally be decided by the Washington agents as in the case of grain grades.

KANRED LEADS IN GOVERNMENT WHEAT TESTS

In discussing its experiments with Hard Red Winter wheats in the dry areas of the western United States, the Department of Agriculture says that many failures of pioneer farmers in the drier sections were due to the attempt to grow unadapted crops. The introduction of Hard Red Winter wheat into certain of these localities which had been abandoned by the earliest settlers later made possible a permanent wheat growing industry. Hard Red Winter wheat is now the principal crop in many sections of limited rainfall, including much of Kansas and Nebraska, western Oklahoma, north-eastern Colorado, central Montana, and the drier portions of the Columbia Basin of Oregon and Washington.

Kanred in general, says the Government report, was the most productive Hard Red Winter wheat for the Great Plains area. Other high yielding strains are Alberta Red, Argentine, Beloglina, Blackhull, Karmont, Montana No. 36, and Nebraska No. 60. Turkey and Kharkof, the two leading Hard Red Winter wheats, were found to be practically equal in yield, winter hardiness, and other agronomic characters and in milling and baking qualities. Minturki and Karmont are among the most hardy and Kanred is the most rust-resistant of the Hard Red Winter varieties.

The results of varietal experiments at 15 different stations, with Winter wheat, form the basis of a new publication issued as Department Bulletin No. 1276. Copies may be obtained from the Department of Agriculture, Washington, D. C.

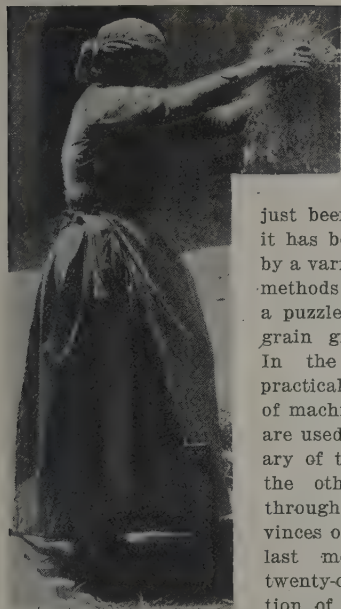
INDIANA'S PREFERRED WHEAT VARIETIES

A committee including representatives of the Indiana Millers Association, the Indiana Grain Dealers Association and the Indiana Agricultural Experiment Station have made recommendations as to which varieties of wheat are most suitable for Indiana and other important questions relating to that state's wheat crop. Some of the determinations made are: First, that the following varieties of wheat have given satisfactory results under Indiana conditions: Michigan Amber, Fultz, Poole, Rudy, Trumbull, Fulvio, Gladden, Nigger or Winter King, Goens or Red Chaff, Michikoff and Purkoff. Second, when selecting varieties of wheat, farmers should give careful consideration to market needs, soil and climatic conditions, and results of experiments.

The committee has also recommended that Indiana grain dealers and millers co-operate with the farmers in securing good seed of suitable varieties. Seed certification has for its object the wider distribution of pure, disease-free and seed-free varieties of high quality. The production and dissemination of such certified seed should be encouraged to the fullest extent, and all lands for wheat should receive liberal applications for high analysis fertilizer, concludes the report.

Harvest Time in the Land of the Caesars

Trip Through Italy's Wheat Provinces During the Harvest Just Completed Reveals a Twenty-Century Cross-Section of Southern Europe's Harvesting Methods



HARVESTING of the Italian wheat crop has just been completed, and it has been accomplished by a variety of harvesting methods that would prove a puzzle to an American grain grower or dealer. In the United States, practically the same types of machines and methods are used from one boundary of the wheat belt to the other, but a tour through the wheat provinces of Italy during the last month, reveals a twenty-century cross-section of harvesting methods ranging from those

in use at the time of the Caesars, to those in this day of the Fascisti "blackshirts," and Benito Mussolini.

Less than 100 miles from Rome, near the town of Orvieto, in the province of Umbria (see picture at upper right of page), women can be seen cutting the wheat with sickles; much of rural Italy has remained unchanged through the ages. Temporary farm huts, erected for the harvest season, such as are shown in the picture below, taken at the edge of the Pontine Marshes, near Italy's capital, are thatched structures such as were common hundreds of years ago. The Pontine Marshes are now being reclaimed by drainage, and ambitious efforts are being made by progressive Italians to modernize this section in every way. (A former American ambassador has also interested himself in exten-



Photo by Ewing Galloway
TEMPORARY HUTS IN HARVESTING FIELD

sive reclamation projects in this vicinity.) In the province of Tuscany, however, are wide stretches of good wheat soil that need no reclaiming. Near Siena, a town in this province, was taken the picture in the center of the page, which shows the unusual combination of yoked oxen and a modern American binder. This picture is typical of the transition which is gradually taking place from the old to the newer methods.

Journeying nearer to Rome again, such a wheat harvesting plan as is shown at the upper left hand of this page, is to be found. The picture is of a woman winnowing wheat before the door of her home in Ronciglione, a Roman town in the capital province. Wheat was winnowed this way before the legendary she-wolf nursed the two famous babies, Romulus and Remus.

Women take an active part in the Italian wheat growing industry, not only supplying other workers in the field with water, and on occasion (as can be seen in the picture at the lower right of the page) with home-brewed Italian wine, but also working actively in cutting and threshing the wheat, and carting it to market. While they do not have

modern harvesting appliances in such abundance as do Americans, neither do they have the griefs attendant upon those more up-to-date sections of the world that are constantly between the hot fires of the wheat pool and anti-wheat pool proponents. Perhaps that accounts for the general air of un-Dakota-like serenity that prevails in the Italian rural districts even in the harvest season.

Yet these pictures and these few glimpses into the more undeveloped Latin provinces, if taken alone, form but a superficial study of the Italian wheat growing industry. The old methods, the thatched harvest huts, the winnowing, the sickling, are all picturesque, but they are in reality only the surface facts. The most important thing in the present Italian wheat situation cannot be photographed, but its existence is nevertheless certain: That is the determination of a group of far sighted Italian nationalists, having strong support from the agricultural ministry of government at Rome, to change Italy from a wheat importing nation to one that raises enough of the bread grain itself to satisfy its own consumption. At the present time, Italy is producing about 75 per cent of the wheat absorbed by the home market, and consequently must frequently import over 50,000,000 bushels of wheat and wheat-flour (in terms of



Photo by Ewing Galloway
ITALIAN OXEN AND AN AMERICAN BINDER

grain) per year from the United States, Argentina, Russia, Rumania, Canada, and Australia, thereby paying these countries the price of about one-fourth of the population's wheat and wheat-flour needs. Replacing the imported wheat volume with grain grown at home or in her colonies, would mean a saving that would quickly run into millions of dollars. And it is upon the problem of ultimately effecting this great national saving that much of certain Italian mental energy and political ingenuity is being spent.

With her 2,400 miles of seacoast, Italy is, of course, of easy approach, and situated ideally for importing, but just as ideally situated, say Italians, for exporting. The latter is by no means impossible to wheat growers, they maintain, for fully 85 per cent of Italy's area of 110,646 square miles (about three times the area of Indiana) is productive land, and about half of that is cultivated to wheat and other crops. While 30 per cent or so of the arable land is needed for vineyards, it is estimated that by introducing modern farm equipment into the backward provinces and by reclaiming various marshlands, that a basis can easily be provided for a wheat production that will meet national requirements of the close to 39,000,000 population.

What is thought by the Italian government to be a first-aid measure for the nation's agricultural problem, is the new tariff schedule on grain and grain products which became operative a little over a fortnight ago, July 24. The Italian Cabinet approved the decree enforcing, from that date, these stringent import duties, which were established by the Italian tariff of 1921 on certain grains and

flours, but which have been temporarily waived or reduced since that time. They are as follows (all in gold lire per 100 gross kilos):

Wheat, 7.50; rye, 4.50; corn, other than white, 1.15; wheat flour, 11.50; semolina, 15.50; macaroni, 16; oats, 4 (all these formerly temporarily exempt from duty); rye flour, 6.50; oat flour, 6; yellow cornmeal, 3.15 (all these formerly dutiable at 1.35); bread and hard tack, 16 (formerly temporarily dutiable at 5.50). It is apparent from this new duty schedule, even to those not well versed in lire and kilos, that the barriers exporters to Italy will now have to hurdle are considerably greater than those just one month ago. Whether the new tariff will give the native wheat growing and milling industry encouragement comparable



Photo by Ewing Galloway
HARVESTING BY SICKLE ON SMALL LAND TRACTS

to the discouragement given to foreign shippers remains to be proven.

There is another August development in Italy which is significant of the harmony existing between the government (municipal governments in this case) and the wheat growers. In many provinces of Italy the municipalities have appealed to land owners and farmers to sell from one-tenth to one-fifth of this year's wheat crop to the towns at an equivalent of about \$1.50 a bushel.

This is below the market price prevailing for wheat before July 24, the date when the wheat duty, listed above, amounting to an increase of about five cents a bushel, was re-established, but



Photo by Ewing Galloway
WATER AND WINE FOR THE FIELD WORKERS

farmers responded favorably, with the understanding that their grain would be used for bread to be sold to the working classes. Wheat in these same localities is expected to pass the \$2 mark this year as a result of the reimposed import levy.

Besides political co-operation between the Italian national and municipal governments, and the wheat growers, practical research work on the subject of grain is being pushed forward. A group of agricultural technicians, headed by Doctor Samarin,

Director of the Agricultural Bacteriological Station at Crema (near Milan), is carrying out interesting experiments to modify the present system for the cultivation of wheat.

The use of nitrogenous fertilizers in Italy hastens growth, but weakens the strength of the straw, these agricultural experts have found. Wind and rain cause the grain to lodge, with consequent decrease in the production of grain. The experiments here reported and recently broadcasted to Italian grain growers, consisted in sowing wheat seed for the second crop during the latter part of August, during the last few years, in specially prepared plots enriched with manure and chemical fertilizer, and in October, when ordinary seeding takes place, to transplant the wheat seedlings to field plots abundantly fertilized, leaving a distance of 16 to 20 inches between each plant. These experiments have been carried on for four years with remarkable success. The plants grown from each seed develop 40 to 60 and even 100 stalks. The heads are two to three times as large as those of wheat grown under ordinary conditions. The stems are strong and there is no lodging. The grain ripens a full month earlier than under normal conditions, and yields up to 60 bushels per acre. The cost of labor (women are employed to make the transplantings) is reckoned at about \$10 to \$16 per acre.

Aid to the grain grower comes now in a new force not only from the various governmental agencies, but from manufacturers and importers of farm equipment. The Fiat Tractor, a machine, much like the Fordson Tractor in weight, operation, and reasonable price, is being manufactured to meet

a growing demand. American binders and farm or harvesting machines from other countries are enjoying increased popularity as more lands are being reclaimed, and as the gospel of produce-more-wheat is being spread.

In Italy is found a wide range of temperaments from the rather easy going type of small-tract farmer to be met in Tuscany, for example, to the more alert and aggressive Neapolitan industrialist that has created such active industrial districts as are today seen around Naples. This variation in temperament is naturally reflected in the activities of the people, and so it is that although regions still exist in this southern European peninsula, in which the Industrial Revolution has yet to take place, there are other sections that present, at harvest time, practically the same up-to-date methods and atmosphere generally, with which the American grain grower and dealer are acquainted.

There is an erroneous impression common in the United States that the Italian Government, since the advent of Mussolini, has been radically altered, and that in the reported maze of Fascist and anti-Fascist political intrigue, the major national problems such as wheat land improvement have been ignored. Neither of these assumptions is correct. The incoming of Mussolini is only comparable to a change of administration in this country, or a change of ministry in England. The same form and plan of government now exists in Italy as was instituted in 1848, and the current concentration of attention on the wheat growing industry indicates that the vital problems of Italy are receiving the consideration they deserve.

trucks for hauling same to customers. The bins will be so arranged that trucks may run directly to the pile of material, making it very easy to load out with shovels, or if you like, with a portable loading elevator which will only require shoveling of material upon the buckets, not the lifting of material to top of a truck."

"Well, Mr. Davis, I reckon that is about so," said the owner, "but how about using some of the elevator grain-storage space for storing some of the new material we are going to handle? There is lots of room in the elevator bins. We seldom get grain enough nowadays to fill all the bins. If we did, we would not be looking for sidelines for keeping us busy and out of mischief."

"It is possible, Mr. Brown, to use grain storage space for coal, but I don't believe it is profitable. I have been in some small farmers' elevators over in Indiana where they handle and store coal for team retail delivery. They use a couple of grain storage (wooden) bins for the coal, and get the coal in by means of a bucket grain elevator. They load out from the bins by a semi-gravity arrangement consisting of a shallow trough or spout, and a shovel. The grain-coal storage bin was located high enough above the ground that coal shoveled into a spout would run down into the delivery truck.

"But, Mr. Brown, I don't believe in using elevators or storage alternately for coal and for grain. It is all well enough when running coal after grain has been handled, but there is a different story to tell when grain must be loaded in after the elevator has been used for coal. It is almost impossible to clean out an elevator after it has handled coal, so that traces of coal will not show up in the grain handled subsequently. Cleaning out the coal from a bin is another almost impossibility. I don't believe it pays for any elevator to handle or store coal in this manner and then try to use the apparatus for grain again. So, don't put coal into any of your grain bins or elevators unless you are intending to quit using forever such apparatus for the handling of grain.

"However, if you want to make use of some of the grain storage space, which I see is located adjacent to the concrete highway, why don't you cut off the lower portions of several of the storage bins, make outside openings thereto, cut in a few windows, and use the space thus obtained as a sort or store? You can build in false grain bottoms and still use the upper portions of the bins for handling grain, which can flow down through spouts to whatever grain handling devices there may be underneath the bins.

"Now, in the store space thus obtained, why not put in something which will go well with the coal and building material which you are going to sell? How would it do to put in some builders' hardware, some wire fencing stuff, and some stove and furnace repairs? Seems as though they ought to sell in connection with the coal and building material?

"Another thing, Mr. Brown. It is of no use putting these things in stock, unless you can sell them. The goods won't sell themselves, and you have got to let people know what you have to sell if you are going to do business. So, not only will you have to arrange housing places for the new goods, procure and arrange the merchandise, but you have got to do some advertising or your stock will never have a turnover.

"There are lots of ways of doing advertising, from printed 'dodgers' to newspaper space, and this latter is what will pay best. A modest, well taken care of and closely followed up line of talk tells interested prospects what you have. The dodger is all right for an opening day, but the circular is a nuisance in most ways, and is effective—if it ever is—only for a moment. The steady, persistent, well written and often changed advertisement in papers which are read is the thing you must depend upon to bring your new business addition to the attention of prospects.

"Your trucks and your drivers can be made to do a whole lot of very effective advertising, and every inch of that truck surface should be utilized for putting your business before customers. Now,

Hints for the Elevator Millwright

"Big Bill" Cites Some Sidelines for Various Grain Elevators and Tells How to Handle Them

By OLD TIMER

MORRIS M. MARSTON, who owns and operates the "Square Deal" Elevator at Massaboag Lake, keeps a first class millwright on his payroll all the time, in the person of William Davis, or "Big Bill," as he is known by his many friends. Just now, Mr. Davis is being "farmed out" to four elevator men, Mr. Brown, Mr. Smith, Mr. Shattuck and Mr. Blood, who want Big Bill to dope out for them some sidelines whereby their elevators will make more money for their respective owners. The "stock in trade" for the group of elevators is to be purchased in a lump and distributed to each of the elevators according to its particular requirements.

In due time, the automobiles arrived at Mr. Brown's elevator, and with Mr. Davis in tow Mr. Brown lost no time in showing his visitors all over the premises. A spur track connected the elevator with the railroad about 200 yards distant, the spur track wandered along a hillside, which, close to the elevator, was very steep and required a heavy retaining wall to support the road bed on the downhill side of the track.

"Man, O, man!" shouted Mr. Davis, calling to Mr. Brown who was pointing out the loading in and loading out arrangements of his elevator—"O you man, what a place for handling coal, sand, gravel, cement, and all kinds of building material! Why, everything can be done by gravity from car door to storage. How far is it to town, and what population is there in this vicinity?"

"It is only a short distance to the postoffice and court house—this is a county seat—and there is a population of 20,000 within a radius of four miles, mostly on good hard roads."

"Who owns the spur track, the railroad or the elevator?"

"It belongs to the elevator. The railroad furnished the material and built the track, but we paid them for it in full. Why?"

"Why, Mr. Brown, don't you see what you have here? You own the spur track on a 15-foot bank, and you can just dig that bank away, put the track on a trestle, or on concrete piers, and have directly under the track, the best coal storage pockets in the state. What could be better than this to back

up your grain elevator business? Here is a good hard road right along beside the bank, and if you care to go to the expense—and I believe it will pay you—the street concrete can be carried on a level—or with barely pitch enough for drainage—right to the back side of the coal pockets and sand and gravel bins.

"There's the brick business, too. Bricks will come right down into storage, over two or three gravity unloaders, and two men, one at each end of the elevator arrangement, can unload and stack in storage about all the bricks in a day that they care to handle. The hay business too, for you, Mr. Brown. Baled hay will run down an unloading gravity elevator almost as well as bricks, and you can pile all the hay you please under the track, and I suppose you will roof over about all the bins you build under the spur track, or will you roof over the entire section of track under which bins are to be put in? Better yet, it seems to me, that a portion of the track be also roofed over before it reaches the bins. Then the section of track thus roofed, can be used as a 'drip shed' for getting rid of water on wet days, before the cars are spotted for unloading. You ought to have a drip-shed anyway, for your elevator, as well as for hay, cement and other things."

"Say, Mr. Davis, what do you think about putting in coal handling machinery to do away with shoveling coal into carts for delivery?" asked Mr. Brown.

"I wouldn't do it, Mr. Brown," replied Big Bill, "not at present, anyway. Coal handling machinery, the worthwhile kind at least, runs into money mighty fast, and to install efficient coal handling apparatus here would cost a large sum of money. Besides, if you should do that, the bin-under-track arrangement would not be suitable for use with coal handling apparatus. You are not putting in a big coal handling and selling business. You are just adding a little coal selling to your grain handling business, so, go slow and don't burden the business with more investment than is necessary. The concrete coal bins and the track above them, will cost all you care to pay for, or I am mistaken.

"Just shovel the coal, sand and gravel into your

Mr. Brown, Mr. Smith wants me to go with him tonight, and Mr. Shattuck and Mr. Blood are anxious to have me look over their layouts as soon as possible. So, Mr. Brown, think over what we have talked about, during the next few days, and as soon as I have been to see the three other locations, I'll come back here."

That evening, Mr. Smith drove to his elevator, and Mr. Shattuck and Mr. Blood went along, for both of the gentlemen said, "We are mightily interested in this 'sideline' business, and we are going to see the thing through. And we want to see how each of our locations appeals to you, and what you recommend for each of us to add for sidelines. That coal business seems just the thing for Mr. Brown, but it wouldn't do out at my place. Why, Mr. Davis, if you can find anything for me to increase my income with, you are sure a 'dandy,' for my elevator is isolated, away from town, in a wild bit of country, and I'll be hanged if I believe any man could sell anything out there, not even gold dollars at 90 cents apiece!"

It was dark when the autos reached the Mountain Elevator, as the picturesque structure was called. Before he had been half way around the premises, Big Bill called to Mr. Smith and said, "Say, Mr. Man, you sure have got better than a gold mine right here, and I bet you a toothpick against a 'skeeter's bill', that before two years you will kiss your elevator good-bye and make barrels of money without handling a bushel of grain!"

Next time Big Bill will tell how Mr. Smith can do it.

A PANHANDLE ELEVATOR WITH SIDELINES

Down in the Southwest is that vast area known as the Texas Panhandle, a section which until comparatively a recent date was practically devoid of necessary moisture, and a fit location for undertaking extensive irrigation projects. It is traversed by rivers which at times have merely a narrow ribbon of water in the middle of a wide bed and which at other seasons when "high water" is in evidence have wide shallow streams. It is an area of sagebrush and well known as a grazing country. Ranchers have long produced large herds and the range has been a leading source of revenue.

In the heart of the Panhandle is Amarillo, which has lately benefited by the development of oil fields as well as agriculture. It is a city of no small importance in the Empire State. With the opportunities afforded by what is now an industrial as well as an agricultural territory, the Kenyon Grain & Coal Company, of Amarillo, has a profitable business located in a region which can be expected to show reasonable expansion as time goes along. Sales may be expected to increase as the needs of the tributary country increase, and it is still in comparatively early stages of commercial development.

The type of construction of the company's plant is wooden, covered with sheet iron, and there is a storage capacity of 20,000 bushels. This is divided into 13 storage units. The receiving capacity is 2,000 bushels per hour and the elevator has a shipping capacity of 1,800 bushels per hour.

Cleaning facilities are provided by a Eureka cleaner of 600 bushels capacity an hour. Among the other mechanical improvements is a power shovel for unloading which operates to reduce costs and also makes speedy handling of products possible.

Both power and lighting are furnished by electrical current. Two motors are provided, one of which is of 7½ horsepower and the other of which is 15 horsepower. A belt drive is used. The plant handles all kinds of grain, and in addition merchandises hay, salt and coal. These standard sidelines, add materially to the income of the enterprise and constitute a dependable source of revenue all year around.

In the matter of shipping facilities and provision for transporting products, the company is

amply taken care of. At the elevator there is a Howe Truck Scale and also a Richardson Automatic Scale. Direct connection is had with the Fort Worth & Denver City Railroad.

The plant is one of some size, measuring 28

feet by 32 feet, and 54 feet high. At present the company has no other units, but gets excellent results from the Amarillo elevator. The present outlook is good and justifies an optimistic regard for the company's future.

Alfalfa on Every Farm

Superiority of Alfalfa as a Hay Crop Accounts for Its Popularity

The benefits to be derived from Alfalfa as a hay crop were explained at length in an address, "Alfalfa on Every Farm," by Ralph A. Hayne, of the Agricultural Extension Department of the International Harvester Company, Chicago, at the twenty-fourth annual convention of the Michigan Hay and Grain Association, at Detroit, Mich., July 27. The fact that Alfalfa may rightly be classed as a comparatively new crop in this country accounts in some measure for the fact that there is still ample opportunity to look toward its betterment and to

of moisture. Inasmuch as 65 per cent of the feeding value of Alfalfa is in the leaves, it is conceded to be best policy, especially for baling and marketing purposes, in cutting to set the cutter knives high, thereby avoiding the less productive woody stems. Early cutting, it has been found, when the blossom is from one-tenth to one-half in bloom, is best. Mr. Hayne also spoke of the need of fertilization with burnt lime and ground limestone, and in



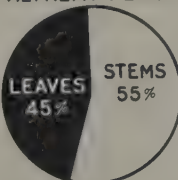
RALPH A. HAYNE

encourage the planting of greater acreage. Its adaptability has always been a strong point in its favor. It will produce with an annual rainfall as scant as 14 inches, and at the same time can be grown successfully in areas such as our Gulf States, where the rainfall is as much as 65 inches. In the range of diversified altitudes, sandy bottoms and other adverse conditions, too, it manages to flourish.

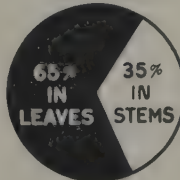
In Michigan, Mr. Hayne pointed out, 40 per cent of the total hay crop acreage is devoted to Alfalfa. This represents 494,000 acres and gives a higher yield, better profits and general satisfaction than is secured through other hays. The protein

SAVE THE ALFALFA LEAVES

ALFALFA PLANT



FOOD VALUE



CARELESS HANDLING MEANS

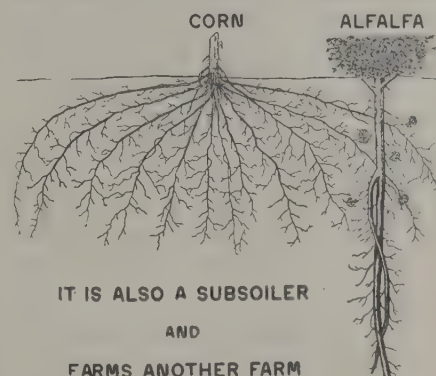
THE LOSS OF 10 TO 50% OF LEAVES
THE HAY IS LESS NUTRITIOUS

LESS PALATABLE
LESS DIGESTIBLE
LESS MARKETABLE

content of Alfalfa is three times more per acre than corn, and comparative feeding tests with wheat bran to dairy cows favor Alfalfa.

Charts which Mr. Hayne uses in connection with demonstrating the benefits of Alfalfa show roots going as low as 14 feet under the ground in search

ALFALFA A DROUTH RESISTER



curing Alfalfa, it is his opinion that the day of artificial drying is not far off.

The chart entitled "Alfalfa Most Valuable Hay Crop," is based on Government statistics, and indicates how little Alfalfa is grown in Michigan, although, according to figures given by farmers themselves, it is far ahead of other types of hay in value. Pretty much the same condition obtains in other eastern states, and in checking up statistics this has been clearly demonstrated. The chart entitled "Alfalfa a Drouth Resister" illustrates that Alfalfa, by reason of its roots extending to a great depth is a subsoiler, taps the moisture that may be

ALFALFA BETTER THAN TIMOTHY



beneath the upper or top farm. The comparison between Alfalfa and Timothy in acreage shows that Alfalfa is preferable in yield per acre and feeding value in the United States, and clearly demonstrates its superiority as a hay crop.

HOOSIER POOL GROWS FAST

In view of the fact that the Indiana wheat pool has recently closed its fiscal year with a record of paying members an average of about 14 cents less per bushel than grain dealers paid on an average to non-pool members, this record of growth, taken from the pool's official organ, *The Hoosier Farmer*, represents an exceptional accomplishment. "The total membership of the Indiana Wheat Growers Association is now 17,924. The work in

the field is still being carried on in Elkhart, Whiteley, Cass, Benton, Warren, Marion and Howard counties. It is expected that the total will run up around 18,500 within the next two weeks. Laporte is the banner county of the state in wheat pool membership. It has 548 members. The above list of counties, all of which have more than 300 members each, compares with one county above the 300 mark a year ago at this time. That county was Knox, which had 302 members. The membership in the state was 6,872, a year ago, or only about 40 per cent of the present membership."

JULY SHORTS CAUGHT

The last delivery date for July wheat saw the quotation forced up nine cents, but rumors of a corner were discounted because of the fact that at no time was there a lack of July or cash wheat offers indicative of a tieup. The "squeeze" was put on shorts, however, on July 31, and at the close the price was \$1.65½ a bushel, an increase of nine cents over the close on July 30. Reports credited Arthur W. Cutten with the move but he vigorously denied that he had "been a buyer of July wheat at any time within the last two months."

It has been generally known that heavy short interests existed in July wheat, and that the largest of these were eastern and milling interests.

The Nye & Jenks Grain Company, the head of which is Frank L. Carey, president of the Board of Trade, was one of two concerns who defaulted certain lots on July 31.

"We defaulted on 75,000 bushels of July wheat for a customer who refused to permit us to buy it in," said Mr. Carey. "Our own trades were taken care of. A committee will be appointed to fix a settling price for the defaults of July wheat. I do not care to comment on the situation, but I can assure you that the Board of Trade intends to live up to its duty. If it appears that the discrepancy between July and September wheat prices is artificial, there will be an investigation."

MANAGERS TOO EASY, CLAIM

On the vital subject of paid and unpaid accounts, the Illinois Agricultural Association has just finished a statewide study. Unpaid customers' accounts amounting to nearly one-third of the total net worth are on the books of the average farmer's elevator in Illinois, judging from figures recently compiled by the co-operative accounting department of the association. The average amount of unpaid accounts of the 38 elevators examined, which were so selected that every part of Illinois would be represented, was a sum equal to about one-third of the total net worth of the average elevator. The actual per cent in relation to net worth was 31.2, which was pointed to by the accountants as indicating a great over-extension of credit.

MINNESOTA ELEVATOR SHOWS STEADY GROWTH

In the heart of the Northwest, situated where it can draw wheat in abundance, is the elevator of the Farmers Co-operative Stock Company, Ihlen, Minn. It is of wooden crib construction, and is located on the right of way of the Great Northern line. With a grain storage capacity of 25,000 bushels, divided into 10 bins, it is easily able to meet the demands of its business. The storage units are divided by wooden crib partitions.

Electric power is used to operate the machinery of the plant, and the current is supplied by central station. In the elevator there is a five-horsepower electric motor. A rope drive is used. The receiving capacity is the same as the shipping capacity, that is, 3,000 bushels daily. The regulation elevator equipment is augmented by three scales, wagon and auto, of the Howe type.

The company was organized in 1904, and reorganized under the co-operative plan in 1920. Additions have been made from time to time to the company's property. For instance, in 1918 a dwell-

ing for the manager was purchased; and a year later they added a large flour and feed warehouse and installed a Kewanee Truck Dump in 1924. As will be seen from the progress in enlarging the plant's facilities, the company has been quite successful.

Reports which appeared in several places within recent time to the effect that the company had lost their elevator in a fire were untrue. They did experience a small fire within the last year, but the actual damage done only amounted to about \$15. This slight damage resulted from lightning striking a gasoline storage tank, which caused an explosion, but those in charge were successful in preventing the fire from spreading to the works.

The company handles corn, barley and flax, in addition to wheat, and also does a lively business in several sidelines. These include flour, feed, salt, twine and coal. During the year about 225,000 bushels of grain are handled through the elevator.

The officers of the Farmers Co-operative Stock Company are G. F. Lange, president; M. J. Dixon, secretary; and Glenn Burnett, manager.

BE A KEY MAN YOURSELF

By JOHN T. BARTLETT

Show the writer a community in which elevator or feed business competitive conditions are bad, and few if any are making money, and in a majority of cases you will point out a community which lacks in the grain and feed business a "key" man. Introduce into the same community a "key" man, and the prospects are excellent that within a year's time conditions as regards the making of a profit will be immensely improved.

What is a key man, anyway? He is one who has the valuable faculty of getting competitors into an attitude of strictly fair and intelligent competition toward one another. He manages an elevator himself, usually, but he is on speaking terms, and in some cases he is very friendly, with practically every member of the local trade. Other dealers know they can trust him. When competition gets out of hand, there is general misunderstanding in the local trade, and, competitively, dealers are doing many things which are poor business, it is the "key" man who straightens things out.

For example, we think of a town in which for years the retail feed business has been in a poor way. One dealer had a grievance against another dealer. Each thought the other was indulging in competitive tactics of a grossly unfair nature. Was there a co-operative spirit present? Anything else but! Most of those dealers would just as soon think of giving away grain rather than selling it or talking over things in a co-operative way with competitors. The condition was not different than that found in hundreds of other places.

The dealers were no better, no worse than other dealers. They were human like feed dealers in general. And they had lacked a "key" man.

Then another man started in the feed business—a brand new store. He had had experience in other trades, and was thoroughly sold on the principle that co-operation, not competition, was of most importance. When his business was hardly a year old, he made a canvass of the whole local trade. Not a single feed dealer kicked him out of the door! He talked with them all, as individuals, and listened to their grievances. Typical key man stuff. When he formed a club for social meetings and for discussion of credit and other legitimate subjects, and to hear from time to time a special speaker, he did not meet with any opposition worthy of the name. The club was formed. Feed dealers who had only suspicion for each other got acquainted, and found there was much to like in competitors.

Today, the feed trade of that city is making money. And previous to the efforts of the "key" man, it had not done so in years before, as a whole.

The key man among grain dealers who goes about and puts in much more time than others, to effect an era of co-operation, may seem to be contributing much more than his share to the common good. We never yet knew a grain dealer who

did this, however, who did not feel richly rewarded with the improved conditions which resulted.

As a matter of fact, the task when it is assayed, usually proves to be far less difficult than it seems from the outside. Grain dealers are men of common sense. They are in business to make money, and when they have not been making it as they should, and something is presented which promises to change this condition vastly for the better, they are usually anything but backward and conservative in coming in on it.

Someone has to make the first move, though. Who shall it be? Granted that some dealers possess more finished qualifications for the work than others, still the most important thing is that it should be—somebody. Somebody must not wait for others to move first but should get right out himself and begin talking with his competitors. The job of key man is waiting in many communities for the first dealer, actuated by the co-operative spirit, to accept it for himself.

MONTANA POOL ENDS

A majority of the members of the Montana Wheat Growers' Association has voted to suspend operations for one year. According to members who investigated the vote on suspension, the adjournment of business now ordered is likely to continue for a period considerably greater than a year. Five or 10 cents less per bushel was generally paid by the pool to members, than elevators paid non-pool sellers, it was claimed. Hence, the decisive vote. The expense of conducting the organization was higher than expected, although the integrity of the pool-heads was never doubted.

The association had a roster of 11,500 names, but in spite of the support it had received during the first stages of the pool experiment, the sentiment of the wheat growers is against further unprofitable pool selling.

BARLEY FOURTH GRAIN CROP

The relative unimportance of barley in the grain belt of the Midwest, rather belies that crop's actual importance, as it is now the nation's fourth cereal crop in volume of production. Its chief use in this country is that of a feedstuff and for this purpose it has become increasingly important during recent years. Prior to the adoption of the Eighteenth Amendment, large quantities of barley were also used for malting purposes.

The world production of barley is still considerably below the prewar average, according to an analysis of the latest statistical returns for the principal barley-producing countries. The world production outside of Russia and China is estimated at 1,215,000,000 bushels for 1924, a decrease of 114,000,000 from 1923, and approximately 130,000,000 bushels less than the prewar average for 1909-1913.

Although the United States has been exporting barley for many decades, it was not until 1892 that this country became permanently established on an export basis. The domestic production up to that time was still less than 100,000,000 bushels, while our exports were just a little over 1,000,000 bushels. With the outbreak of the war in 1914, our domestic exports jumped to 26,755,000 bushels, following an average annual exportation of 7,896,000 bushels. Due to the fact that barley grown in California is chiefly of the export type, that state has probably contributed a larger share of our domestic exports than any other single state. In some years, notably in 1921, 1922 and 1923 (calendar years), the exports of California barely represented 79.5 per cent of our total exports.

The United Kingdom is the principal foreign market for American barley. With the exception of the year 1924, the United States has been the chief source of British barley imports since the war. The British market has been maintained for many years because of the special demand for California barley, which is preferred by brewers and distillers of that country over that produced in the Middle West.

Of the average annual exports from the United

August 15, 1925

States during the last four crop years (1920-21 to 1923-24), the United Kingdom took approximately 13,528,000 bushels, or 75 per cent of our average annual exports during that period. During the present crop year, however, (July 1, 1924 to March 31, 1925) Germany has become an important outlet for American barley, taking a total of 6,551,000 bushels, or 32 per cent of our total exports, compared with 8,132,000 bushels exported to the United Kingdom during the same period. The only other countries which have taken more than 1,000,000 bushels of our exports during the present crop year (July 1 to March 31, 1925) are the Netherlands and Belgium.

The United States contributed about 50 per cent of the total imports into the United Kingdom during the five calendar years, 1919 to 1923. In 1924, however, the contribution by the United States represented only about 25 per cent of the total British imports.

RUST WAR DECLARED

With airplanes, if necessary, for research work, a fund of \$100,000 behind them, and with the brains of 25 botanical specialists concentrated on the problem, the best co-operative effort to deal with the rust problem will be made this year in western Canada, states Dr. J. H. Grisdale, Deputy Minister of Agriculture, for the Dominion. Specialists from the Federal Department, the Canadian Council of Research, the agricultural colleges of the prairies and Dr. Reginald Buller, professor of botany, at the University of Manitoba, will be engaged this summer in crossing strains of rust-resisting, non-bread wheats with bread wheats unable to resist rust.

Great hope is placed with what may be done with Webster, a true Mongolian bread wheat, which resists rust, in crossing it with better quality wheats. According to Dr. Grisdale, rust did \$250,000,000 damage in one year in the United States and \$500,000 during a similar period in Canada.

THE BOX CAR AND ITS ABUSE

Close to 250,000 inbound and outbound cars are inspected each year by the car inspectors of the weighing department of the Chicago Board of Trade. Based on their findings as to causes of leakage, J. A. Schmitz, weighmaster of the Board, has compiled an interesting illustrated booklet entitled "The Box Car and Its Abuse: Remedying the Grain Leakage Evil." The purpose of this compilation has been to promote orderly, economical and constructive measures for the correction of the causes of leakage by emphasizing the factors directly involved.

"There are," says Mr. Schmitz, "three primary causes of leakage of grain from cars, as follows: rough handling by railroads, use of cars unsafe and unsuitable for carrying grain in bulk, and omissions and carelessness on the part of those who prepare and load the cars." While ordinary switching is responsible for much damage to box cars, the greatest injury is done by rough handling in gravity (hump) yards. The hump yard of the Indiana Harbor Belt R. R., at Gibson, Ind., is equipped with "car retarders" for the automatic control of cars. By means of these "car retarders," operators, stationed in especially constructed towers, have complete control of the speed of cars moving down the incline. The booklet illustrates how this is done and explains the advantages derived.

In discussing the omissions and carelessness on the part of those who prepare and load cars, Mr. Schmitz says, in part:

There has been marked improvement in the design and construction of box cars, and in the coöpering of cars for bulk grain loading. This is clearly indicated by the leakage data gathered by the weighing department, of the Chicago Board of Trade, whose data, for the most part, is based on two inspections of each inbound car. One of these inspections is made in the arrival railroad yards, and the other at the unloading elevators and industries.

During the years 1923 and 1924, the Chicago Board of Trade Weighing Department inspected a total of 304,146 inbound cars. Of these, about 11-3 cars, out of each 100 cars inspected showed evidence of

leakage at some point of the grain door barricade (not over grain doors); 11-10 cars, out of every 100 cars inspected, showed evidence of leakage over grain doors; 33-5 cars, out of every 100 cars inspected, showed evidence of leakage at the sides and ends; and 2-2 cars out of each 100 cars inspected showed evidence of leakage at the car box other than the sides and ends. All told, nearly eight cars, out of each 100 cars inspected during these two years, showed evidence of leakage at the car box, grain doors, or over grain doors.

Considerable valuable data on "How to Prevent Leakage" is also given, with explanatory illustrations.

GRINDERS ADDED TO GRAIN WAREHOUSE EQUIPMENT

Conversation with grain and milling men on the west coast, includes about the same talk of markets, competition, and prices as is encountered in any other section of the country. Nevertheless, the amount of new building going on there, and the new equipment being shipped in, seem to indicate that the grain dealing and milling business on the Pacific Coast is enjoying good health.

The picture on this page shows the recently completed warehouse and feed plant of the West Coast Grain Company, at Los Angeles, Calif. Machinery has been installed for handling the grain, and the feed grinding equipment is also in running order.



WAREHOUSE AND FEED PLANT OF THE WEST COAST GRAIN COMPANY, AT LOS ANGELES, CALIF.

Machinery has been installed for handling grain and grinding chop feeds and all of the equipment is electrically driven.

The plant is advantageously located in the Central Manufacturing District and has a spur track which permits the handling of grain and feed in carload lots direct, without hauling by teams or trucks as is required in many other locations.

This plant is but one of many branches already established by the West Coast Grain Company, which is rapidly growing, and one of the very successful companies of southern California.

In the Central Manufacturing District of Los Angeles, the Huffine Grain Company is another prosperous looking resident. Work is now under way in the construction of its large grain elevator. It is reported that the plant will have a capacity of 100,000 bushels when completed, and will have an unusually complete set of equipment for the cleaning and grading of all cereals.

A fine warehouse will be built in connection which will afford storage for large quantities of sacked feeds and grains.

The plant is also located in the heart of the Central Manufacturing District, and in addition to the ample trackage for railroad shipments, will have a fleet of motor trucks to aid in making prompt deliveries both in Los Angeles and surrounding territory. The Huffine Grain Company has a financial backing that is bound to make its new plant a success from the start.

Activity in the grain business is not limited to the Central Manufacturing District in Los Angeles.

It has been reported that several ship loads of grain have lately arrived at Los Angeles harbor and have been unloaded into the Globe Elevator which is situated at the water front.

"Some idea of the efficiency of handling grain at this point," writes a correspondent, "can be gained by looking at the battery of switching engines awaiting their turn at moving empty cars and those loaded with grain near the waterfront, and watching the tug boats which are in constant readiness to tow grain-laden vessels in from the outer harbor and place them at the elevator preparatory to unloading." The steamship *Jenuceiss*, said to carry 100,000 bushels of wheat and a large amount of barley regularly, is a typical example of the ocean carriers needed for the grain trade activity on the Pacific.

TWENTY YEARS OF KANSAS WHEAT

The yearly yield and home value of the Winter wheat crop in Kansas for the past 20 years, if charted, would make a jagged outline on a graph, for the variations in volume and value from year to year have been great. Twenty years ago, in 1905, the yield was 75,842,659 bushels with a home value of \$53,087,649, while in 1924, the production was 153,534,383 bushels, the home value of \$163,-

717,906 representing a much higher return per bushel than in 1905.

Last year is not the high year in production, however, by about 27,000,000 bushels. In 1914, the bumper crop was 180,375,042 bushels, but yielded less by over \$12,000,000 than did the smaller 1924 crop. During the course of the 20 years 1905 to 1924 inclusive, there have been 10 years in which the current year's crop was greater than the previous years' totals.

Spring wheat production in 1905 was 1,335,518 bushels with a home value of \$801,717. Production has gradually declined during the 20-year period to the lower mark of 93,265 bushels in 1924. This bushelage had a home value of \$91,601. Corn also has shown a decline in production since 1905, when a yield of 190,519,593 bushels was recorded, with its home value of \$68,718,584. It still runs into substantial volume, however; last year's figure was 131,007,817 bushels and the home value, \$106,313,292. The 1905 oats yield was 29,962,987 bushels with a home value of \$8,384,710; in 1924, 39,852,147 bushels with a value of \$19,116,478. The Kansas State Board of Agriculture, in its report No. 172, makes available this and other information.

Editor American Grain Trade:—I have resigned as manager of the quity Elevator & Trading Company at this place, to go in the grain business for myself. Have bought an elevator at Wyndmere, N. D., from the Andrews Grain Company. Please send the AMERICAN GRAIN TRADE there. ALBERT H. JOHNSON, Prosper, N. D.



Published on the Fifteenth of Each Month
BY

Mitchell Brothers Publishing Co.

OFFICE:

Manhattan Building, 431 South Dearborn St.
CHICAGO, ILL.

A. J. MITCHELL.....Business Manager

Subscription Price - - - - \$1.00 per Year
English and Foreign Subscription 1.75 " "

ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., AUGUST 15, 1925

ELEVEN OR FIVE?

A 3 ONE of the major shipping groups in this country, grain dealers are naturally and most vitally interested in the plan which the more prosperous railroad companies will finally accept as a solution to the "weak sister" railroad problem. The theoretical solution, embodied in the recapture-of-excess-earnings clause of the Transportation Act has failed, because the existence of excess income can only be proven after road valuation has been settled. Railroad valuations have not been determined by the Interstate Commerce Commission, and the prospect is that several years will elapse before valuations are threshed out in court.

The Potter solution, proposed by an ex-president of a railroad, who was also an Interstate Commerce Commission official, has been turned down, so far, by all but the "weak sisters." They, of course, are enthusiastic for the Potter plan, inasmuch as it is the only sane, workable plan yet presented, by which they can obtain a reasonable freight revenue without sky-rocketing their rates. The plan calls for a blanket rate increase of 5 per cent to be put in effect on all the lines of the western group of railroads, and further provides that the resulting revenue increase be withheld from roads such as the Santa Fe, which are already earning a fair income, and be pooled for distribution to the weaker roads, such as the Kansas City Southern.

The grain trade is not eager for a 5 per cent increase in freight rates. Or a 1 per cent raise. Yet 5 per cent, segregated, pooled, and distributed as Mr. Potter suggests, sounds

decidedly better than the 11 per cent which the western group now advocates. It not only sounds better, but is better. The horizontally distributed 11 per cent rate increase would serve to make already prosperous roads more so, but would be far from sufficient to serve the needs of the carriers suffering most. Only a regular increase of 35 per cent or so might do the trick that the 5 per cent Potter plan increase would do.

In turning down the Potter plan, without proposing an adequately sane substitute, the prosperous lines in the western group are slighting the interests of lines with which they are supposed to be co-operating under the Transportation Act. They are also turning their backs on the rights of one of their best customers, the grain trade.

RUBBING IT IN

REFUSAL by the Board of Directors of the Chicago Board of Trade, to accept the new futures clearing house plan, did not come exactly as a surprise to those closest to the sentiment on the exchange, or to those who remembered that on several occasions, similar proposals have been voted down by the membership. Such a plan has its disadvantages, and opponents of the idea have always made the most of them. So, in spite of President Carey's indorsement of the plan, another defeat of another clearing house proposal could hardly be described as "a bolt from the blue," as the *Chicago Journal of Commerce* saw it.

But the "rubbing it in" comment from the directors, stating in effect, that the plan was not definite enough to suit them, that they had heard of it before anyway, and thought poorly of it, was unfortunate. Unfortunate because the present head of the Department of Agriculture, under whose jurisdiction the exchange keeps its doors open, is well above the average in his determination to get action on improvement (preferably from within) of exchange conditions.

Sometime he may consider such a comment in the nature of a challenge. He is more likely to continue giving his aid in staving off tinkering legislation if constructive suggestions, instead of stubborn-sounding comments issue from the inside of the exchange. There is a right way of doing about everything, from dealing in futures to announcing a board meeting's decision.

POISON GAS

LESS than two weeks ago, in a Chicago elevator, orders were given to clean house. Two men were assigned to clean the floor of one of the large bins. The first man stepped on the hoist to be lowered the 90 feet to bin bottom. Overcome by grain gas, he fell off the hoist before it reached the bottom. The other man immediately descended to his aid. Firemen brought the first man out dead, and the second man, unconscious.

An elevator man of any experience, knows germinating grain manufactures deadly gas, and that in a closed bin 90 feet deep, fresh air is an impossibility, and poisonous air at

least a probability. Yet such accidents continue to occur, and they are spectacular because of the fact that they are plainly preventable. A cage of rats lowered, hoisted, and observed before a man is asked to risk his life, is a method used in other industries. Just how the cleaning is to be accomplished, if the air, as shown by the hoisted rat cage, is proven to be unfit for men, is a problem for the plant engineer. Certainly not one for the bin cleaner.

ANDERSON & SON

"MY BOY, he's about a man now." Anderson, grain dealer at Brent, was started on his favorite subject. The rest of what he said makes a paragraph or two that even a brief comment is likely to mar:

"Take a look up there on the new elevator scaffold, he's pushing one of those concrete buggies. Good muscle maker, that work. Next year though, I'm going to let him have a hand in the grain business. You know, the building material man that persuaded me to stick up this concrete tank, told me a long speech about how I'd be building for the boy's future. And I laughed at him. Guess there isn't enough sentiment in me, but as far as the boy goes, I know he'd get on O. K. if I built the tank out of corn cobs. He's got a head on his shoulders, see? Got judgment. That's the reason I ordered it built in concrete, though it did set me back a little more. I didn't want him to think in a few years 'Well, Dad knew his grain and knew his markets, but he did have mossback ideas on storage.'

"I haven't got a big plant or a big string of elevators to let him have as a starter later on, and what he does have, I want it to be good stuff, so he'll have a little respect for his old man's judgment. Why that tank there will last till the boy's worrying about the same thing I am now. Look at the big white west wall there, facing the River Road. Some place for a sign, eh?—'Anderson & Son.'"

THE FARMER-CUSTOMERS' PROSPERITY

GRAIN crop volumes should be the least of the grain dealer's worries this year. Although the August Government report indicates smaller crops of wheat, oats, flaxseed, and hay, than were returned by the 1924 harvest, larger crops are predicted for corn, barley, buckwheat, and rice. In spite of the downward revision of the July 1 forecast, the corn prospect of 2,950,000,000 bushels, is still above last year's total. As to the wheat crop, estimated at 679,000,000 bushels, it now is apparent that the United States is not on a domestic basis, but that the surplus will be unusually small, small enough at any rate, to give solid support to market bulls. Consequently, the grain dealer's customer, the farmer, will this year receive (assuming only an average bushel price of \$1.50 for wheat and 95 cents for corn) nearly \$4,000,000 from his two chief grain crops.

In contrast to the reduced wheat estimates in this country, forecasts for the world wheat crop have been pushed up to about 100,000,000 bus-

hels above last year's returns. This increase includes a 48,000,000 advance from the 1924 wheat production in the 18 wheat countries of the northern hemisphere. With the announcement of these figures the second week in August, eastern bear wheat traders had their day in the market, but it was not a very spectacular one, nor especially disastrous to those basing their trading on the probability of a \$1.75 or \$2 quotation later on in the year. The declines forced by the bears have been gradually evened up, and although the technique of Livermore and other anti-bulls, in handling their selling orders, has been fairly effective at intervals, the Chicago market yet appears to be a bull market. So the chance that the farmer and grain dealer have of getting the wheat price they've been looking for, seems decidedly good.

EDITORIAL MENTION

Orders from the Northwest for southwestern wheat continue, largely because of the light test weight of the new northwestern crop.

When the wheat market is strong, market speculation talk seems to be weak. There's been no stern official statement now for about two weeks.

The public evidently learned a lesson last February. But let the wheat mark-ups go to \$1.75, and the old lesson will be forgotten in the scramble to learn the new one.

The Dominion Bureau of Statistics has thought its July estimate too conservative, and the 1925 wheat crop forecast of Canada is now placed at 375,404,000 bushels. Canadian exporters are happy.

Kansas seems to be equal to any emergency where wheat is concerned. The record of that state's seed wheat pool is one of the great grain stories of America. A full account is on page 126.

For the Canadian Spring wheat crop, 69,000 harvest hands are required. Mobilization of this army is now under way, and is just as carefully worked out in advance as is the gathering and routing of the Kansas harvesters.

The Government's August forecast on oats is higher than last month. Present indications are for a harvest of 1,387,000,000 bushels. Barley is in the healthiest condition of any crop, however, with the July estimate of 200,000,000 bushels now changed to 214,000,000 bushels. Yast year's barley harvest was under that bushelage by 26,000,000.

Down to the sea in ships this June, went \$1,774,700 in feedstuffs. Prepared feeds to the value of \$67,422 were shipped to 40 different foreign countries and colonies from the United States. There were exports of cottonseed, linseed, and other oil-cake and oil-cake meals, to the value of \$1,663,178 to 20 different countries. "Bran and midds,"

screenings, and other minor mill feeds, valued at \$43,190 were shipped out during the same 30 days. The feed business is an increasingly important part of our foreign trade.

Stocks of grain in Hungary, Jugoslavia, and Roumania are reported by notices from Washington, D. C., to be small. This factor will no doubt influence the amount of grain which may be available for export from the new crop.

Thirty-five thousand acres of Canadian land was devoted to the production of pure seed last year. Results of this are shown in the general hardihood and generative powers of Dominion seed. Foreign demand now causes a seed export value of nearly \$1,000,000 per month.

When a grain elevator company discontinues business in North Dakota it is now required that the management give immediate notice to storage ticket holders, and pay them for their wheat at the town where the elevator is located. This is bad news for those who like the game of rapid trading in elevator ownerships.

The Federal Trade Commission announces that two more volumes of reports covering its general inquiry into the grain trade will be soon issued. It will be interesting to compare parts of these volumes (VI and VII) with Professor Boyle's work on co-operative grain marketing, a volume also nearing publication.

Condemned as a measure that will create political and unsound railroad rate making, the Hoch-Smith resolution is now attacked by the Associated Traffic Clubs of America. Its repeal is urged. The trouble is, many congressmen in Washington believe political rate making is an honorable profession. Assuredly it is an old one.

Buffalo now has nearly 100 per cent more grain storage capacity than Montreal, the world's greatest grain exporting seaport. So it is only natural that there is strong sentiment in New York for the proposed increase in facilities along the barge canal. Legislative action on the matter as yet has been limited to the conventional investigation.

Better times are ahead for the grain and hay men who have been discouraged by the lack of support given to arbitration committees of various associations. The Federal Arbitration Act, which goes into effect next January 1, makes enforceable in Federal courts the awards of recognized association arbitrators. Details of this law's working are printed on page 119. Uniform state laws operating on the same principle as the Federal law, and applicable to other than inter-state disputes, will be urged.

A fire insurance company which doesn't enjoy the respect of certain old line companies, has recently stated that insurers have been too busy measuring physical hazards and have overlooked an equally important risk—the character of the policy holder. It is suggested that well over 25 per cent of the nation's fire losses are crooked. All this seems to aggravate the insurance press, but

no facts have as yet been brought out to definitely answer the charges. The insurance rate for an elevator depends on the hazards existent in the group of which it is a part, and a lessening of either the physical or moral hazard is decidedly to the interest of the premium payer.

The new Diesel power boats which will soon move up from St. Louis, on the Father of Waters, will be capable of conveying a fleet of at least eight 8,000-ton cargo-barges, carrying the equivalent of more than 31 average freight trains. That is one more reason why rail management should do all in its power to keep freight rates within reasonable limits.

Rockefeller reverses the old proverb, and says "Put all your eggs in one basket, and then watch that basket." One reason for misfortune overtaking many farmers who try to dabble in the grain dealing business (all, of course, in the name of co-operation), is that they scatter their interests and forfeit their right to make production a profitable specialty.

With all due respect to Woody Hockaday, much quoted originator of the slogan, "Kansas grows the best wheat in the world," it seems that the grain research workers of the state should come in for a larger share of recognition. It was their variety-developing skill which helped greatly in making any such slogan appropriate. Before the good slogan came the good wheat.

The aggressiveness of H. Muller & Co., a New York grain exporting firm, is getting on the nerves of Pennsylvania Railroad attorneys. Last year the company was awarded \$119,206 as a result of a suit similar to the one it now brings against the railroad for alleged damages amounting to \$225,000. The basis for the suit is the Sherman Anti-Trust Law, which permits recovery from a carrier of triple the loss sustained, when it fails to furnish cars according to contract.

The success of the "Opportunity Special" wheat train which has now completed a tour through Kansas, distributing as it went, information as to how farmers can produce better wheat more economically, was due to the co-operation of many groups. The Santa Fe Railroad officials, grain dealers and mill men of the state, and various state and town agencies all deserve credit. The increased interest of farmers in newer methods, however, is the primary reason for the train's popularity.

There is a great deal of talk about grain exports falling off. With a short crop in prospect, such an idea is justifiable in prediction, but certainly not as applied to the present. From July 1, to August 8, 3,631,000 bushels of barley were exported, as compared with the corresponding figure of 1,557,000 a year ago. Figures on other grains for the 1925 and 1924 periods respectively, are: Corn, 777,000, compared to 667,000; oats, 3,314,000, compared to 46,000; rye, 4,012,000, compared to 1,353,000; wheat, 6,809,000, compared to 5,156,000. It's up-hill work to find a decline in those figures.

GEO. E. BOOTH
Chicago

NEWS OF THE TERMINAL MARKETS

S. J. EDWARDS
St. Louis

NEW CLEARING ASSOCIATION

The Seattle Merchants Exchange is preparing for a grain futures market. The corporate name of the proposed institution is the Seattle Merchants' Exchange Clearing Association. The membership charge will be \$1,000 each for the first 50 members, \$1,500 each for the next 25 and \$2,000 for the remaining 25. Rules provide that all transactions shall be cleared through the clearing association by the parties to the transaction. Margins when required will be called by the manager of the association and rules are based on those governing large eastern associations.

U. S. ON A DOMESTIC BASIS

The trade generally, we believe, is beginning to realize that so far as bread wheats are concerned, the United States is on a domestic basis, if indeed we will have sufficient to supply our own needs. It seems to us a little too early in the season for a big advance in prices, especially from the present level, and in the face of the coming Spring wheat movement. For that reason we want to be conservative, but we are of the opinion that all reactions of consequence offer opportunities for investment.—J. J. Badenoch Company, Chicago, Ill. From market letter of August 12.

REPRESENTING A LARGE INDIANA GRAIN AND SEED FIRM

A. E. Reynolds, president of the Crabbs Reynolds Taylor Company, the large grain and seed house of Crawfordsville, Ind., and branches; was present at the recent annual meeting of the Indiana Grain Dealers Association held at Michigan City, and delivered an address on the subject, "Problems of the Grain Man and the Farmer." The mention of Mr. Reynolds, however, in this article, serves only for purposes of introduction. Doubtless some day the influence of Mr. Reynolds on the grain trade and his important activities will be properly recorded. In that grain trade hall of fame, no insignificant niche or cob-webbed shelf will be required but a broad pedestal supporting a colossal figure typifying the services rendered by this man to the great grain and seed industries.

At the Michigan City meeting a picture was secured of three representatives of the Crabbs Reynolds Taylor Company and they are presented in the accompanying illustration. They are, Bennett Taylor, vice-president and manager at La Fayette, Ind.; Harold L. Gray, manager of the grain and track department at Crawfordsville; and Geo. C. Fox, manager of the large elevator at Francesville.

Bennett Taylor may be said to have grown up with the grain trade. His father built one of the first grain elevators on the Monon Railroad in 1854 and he was interested in several elevators, when in 1904 he helped incorporate the Crabbs Reynolds Taylor Company. He was elected one of the vice-presidents at that time and has held that position with the company ever since. While the company handles grain, feed and field seeds he has been more actively connected with the grain department. Mr. Taylor was elected president of the Indiana Grain Dealers Association in January, 1918, serving two terms and has always been active in the support of that body. To sum up Mr. Taylor's character in a brief comprehensive statement he can be consistently named as a member of that valued but unfortunately small part of society called the salt of the earth.

Harold L. Gray was born and raised on a farm

near Crawfordsville and imbibed his first knowledge of grain direct from the Indiana soil. He was graduated from the Crawfordsville High School in 1910 and took the Agricultural Short Course at Purdue University in 1911. He became associated with Crabbs Reynolds Taylor Company in September 1912, as assistant manager in the Clover and Timothy seed cleaning plant. He attained the position of manager in 1916 and continued as such until 1918. During this time he designed and patented several seed cleaning machines and other devices.

In July 1918 when the company moved into its present large office building and added several new departments to its rapidly growing business, Mr. Gray became manager of the grain and track department. The company handles a large volume of grain through its line of elevators and does a heavy track business each year. Mr. Gray is a member of the Ohio Valley Shippers Regional Ad-



HAROLD L. GRAY, BENNETT TAYLOR, GEO. C. FOX

visory Board representing the grain interests in his district.

In the year 1915 Geo. C. Fox entered the employ of Crabbs Reynolds Taylor Company as manager of their elevator at Linden, Ind. He went on the road later as flour and feed salesman holding this position for some time. He was then made manager of the garden seed department and very shortly after was transferred to Francesville where he holds the position of manager of one of their large elevators handling grain, feed and seeds of all kinds.

RECEIPTS SOMEWHAT LIGHT

Receipts of wheat in this market the past week have been somewhat disappointing. As a result millers have had to advance their premiums a little to get competition from south and interior mills. The strength in September has caused the buyers in this market to change their price to basis of premium over December. Farmers and elevator operators all appear bullish on wheat and this in addition to smaller production this last year has naturally reduced supplies in commercial channels.

Receipts of corn have been very light. New crop prospects are all that could be expected at this sea-

son of the year. There is some old corn back which may come out little later when new crop is practically assured. Crop in northwestern Ohio that is easily two weeks ahead of normal which should insure a corn movement in September and with favorable conditions, cool and sweet corn movement around middle of October.

Oats movement has not been large up to this time with receipts in this market easily absorbed. Buyers have followed the September which has naturally been forced to take considerable new crop hedges. We do not look for any sustained movement in oats from the country under 40 cents.—C. A. King & Co., Toledo, Ohio. Market letter of August 12.

SPRING WHEAT

The Government reports the August condition of Spring wheat 73.9 per cent normal; if this condition should be maintained to harvest, the yield per acre would be about 13.2 bushels and total production 278,500,000. In the past 10 years there has been an average decline of about 6 per cent from August 1 to harvest. The Government report assumes an average decline in forecasting a crop of 263,000,000 from its August 1 condition. The condition of Spring wheat is 1.4 per cent above the 10-year average condition on August 1. A month ago the condition was 3.6 per cent above the 10-year average July 1 condition.—Nat. C. Murray, statistician, Clement, Curtis & Co., Chicago, Ill. August 12, 1925.

TO REVISE GRAIN SHIPPING RULES

The following resolutions were adopted by the special committee appointed August 4 by the president of the Philadelphia Commercial Exchange to revise the Exchange Grain Shipping Rules:

"Resolved, that the special committee appointed to revise the grain shipping rules of the Commercial Exchange finds it impossible to proceed with the suggested revision of these rules until such time as New York has accomplished the same purpose which from present indications will be early this fall; therefore we ask the sub-committee of the special committee to continue its work and report at the earliest possible date. Be it further,

"Resolved, that owing to the omission of grain shipping rules in the annual reports for 1924-25 the shipping rules in effect as printed in the annual report for 1923 be, and are, hereby in effect until new rules are adopted; and that a copy of the foregoing resolutions be posted on the bulletin board of the Exchange and sent to the Board of Directors."

GOOD QUALITY NEW OATS

The movement of Soft Winter wheat is about over and oats movement is at its peak. Receipts of Winter wheat in this market during the movement have been less than normal, due in part to the holding tendency on the part of the farmer and also to the indisposition of millers to stock up at prevailing limits over the futures, these limits averaging higher during the movement than at any corresponding time for several years past. The trade is looking for very high limits on Soft wheat during this entire crop year due to the very short outturn of this variety of wheat.

The quality of the new oats is better than was expected before the movement set in. While the oats test lighter in weight than last year, they average considerably heavier than the two crops

previous to 1924, and with receipts grading about equally No. 2 and No. 3 they are meeting with a ready demand in the local market.

Owing to the high premium which old corn is bringing over new crop futures, and the prospects for an early movement of the new crop, users of corn are running from hand to mouth and are not inclined to stock up. This policy will no doubt be followed until the new crop commences to move.—*J. G. McKillen, Inc., Buffalo, N. Y. Market letter of August 12.*

AT PEORIA

Receipts of corn have been running light for quite a while, just about equal to the industrial and milling demand, although part of the receipts was brought here from other terminal markets, most of which was off grade corn. Prices on good corn have been well in line with other markets and the off grades as a rule selling to better advantage than elsewhere. As receipts of good corn are increasing somewhat the last few days, the eastern demand is also becoming better and receipts of off grade corn are declining. We look for a good demand to continue, with receipts not burdensome.

Receipts of oats have been fair and prices have been on a better basis than other markets. Most of the receipts of this cereal have been put in store and receipts are now letting up. The movement this year was much earlier than last year and not nearly as heavy. Crop was rather spotted in this territory and farmers have binned considerable of their oats for feed as pastures are nothing to brag about.—*Mueller Grain Company, Peoria, Ill. Market letter of August 12.*

DEATH OF FRED B. GODFREY

It was with a keen sense of loss that the grain and milling trade of the Southwest learned late in July that Fred B. Godfrey, an official of the Simonds-Shields-Lonsdale Grain Company had passed away. He was 60 years of age and death followed an operation for appendicitis which had been performed at St. Joseph Hospital on July 24. Mr. Godfrey came through the operation very well and lived for several days, but his physical condition was such that he could not take nourishment and failed to rally.

Mr. Godfrey was born in Lubec, Me., and before going to Kansas City some 20 years ago was engaged in the brokerage business at Minneapolis, Minn. He had been a member of the Kansas City Board of Trade since going to that market and for the past 15 years had managed the coarse grain department of the Simonds-Shields-Lonsdale Grain Company, one of the large grain houses on the Kansas City market.

He is survived by his widow, Mrs. Nellie W. Godfrey, Wheeler Godfrey his son, and two brothers, John C. Godfrey of Lubec, Me., and Henry Godfrey of New York. He was a Shriner and also a Scottish Rite Mason. He had served five terms as a director of the Kansas City Board of Trade and four years on the Arbitration Committee.

REASONS FOR HIGH WHEAT LEVEL

Wheat has developed greater strength. There are many reasons why wheat prices will likely remain at a high level this season. The decided reduction in our crop is, of course, the principal reason for anticipating ultimately higher prices. We are practically on a domestic basis so far as bread wheat is concerned. The primary movement of Winter wheat is more than 14,000,000 bushels below that of last year so far this season. Cash wheat is commanding a stiff premium in the various markets. The increase in visible stocks shows the slow movement from the country which is displaying a holding tendency. The Government report was construed as bearish because the figures were larger

than expected. While Winter wheat shows an increase of 12,000,000 bushels from last month the smallness of the Kansas crop is the striking feature. It is estimated at 66,368,000 bushels. Kansas, Nebraska and Oklahoma have only 122,000,000 bushels showing a crop of 10,000,000 bushels last month and 141,000,000 bushels from last year. The Spring wheat estimate was cut 13,000,000 bushels from July. The Canadian report showed a larger crop than the trade in general looked for. Underlying conditions are strong and we anticipate higher prices later in the season.

Corn has developed greater strength also. The cash situation is improving and stocks continue to decrease. The anticipated increase in the movement has not developed. The Government report showed further crop deterioration, the estimate being for 2,950,000,000 bushels. As a result of heat and drought there has been a loss of 139,000,000 bushels last month. The nine big surplus producing states have lost 85,000,000 bushels last month. We believe that corn is in a decidedly strong position and we look for a generally advancing market.—*Bartlett Frazier Co., Chicago, Ill. Market letter of August 12.*

OPEN INTEREST IN JULY WHEAT

The average open interest in wheat futures in the Chicago market for July was 90,783,000 bushels, compared with 103,475,000 bushels in June, and 67,463,000 bushels in May. The peak was 96,067,000 bushels on July 26. In December, when wheat prices were climbing, it was up to 124,209,000 bushels. The volume of trading in July averaged 1,273,786,000 bushels, and in all markets it was 1,459,923,000 bushels, compared with 1,332,727,000 bushels in July last year.

Open interest in corn at the close of July was 46,553,000 bushels against 55,271,000 bushels in June. Total sales corn, 420,020,000 bushels in all markets, against 565,183,000 bushels last year.

The open interest in oats in Chicago in July, 33,374,000 bushels against 41,976,000 bushels in June. Total sales were 99,333,000 bushels, and in all markets 112,697,000 bushels.

Trading in rye in July was 32,703,000 bushels as the average, against 35,466,000 bushels in all markets. A year ago it was 108,006,000 bushels. The open interest was 8,895,000 bushels compared with 8,515,000 bushels in June.

CHANGES IN MEMBERSHIP

Chicago.—Memberships held by the following on the Board of Trade were transferred recently: Estate of Robert W. Rolson, Estate of John B. Scott, Mike S. Hart, James A. Robb, Estate Hiram N. Sager, Ben. S. Lang, Alvin H. Poehler, Louis N. Stott, Newton T. Burdick, Gwynn I. Gwynn, James S. Agar, Estate Lorenzo E. Anderson, and Harry Dushoff. Memberships were granted to Jos. Grierson Clayton, Herman B. Stoltz, John Hardie Baldwin, James Farren Cleary, John R. Smart, Charles J. McKerr, Stuart H. Lewis, Ludvig W. Leisner, Edward Hillyer Mackenzie, John Campbell Ross, Woodbury S. Agar, Jr., Arthur C. Hilmer, Harry F. Hall. J. Clarke Dean has been suspended from membership on the exchange. Reported by Secretary James J. Fones.

Duluth.—H. A. Wernli & Co., were granted membership on the Board of Trade. Reported by Secretary Charles F. MacDonald.

Milwaukee.—Carl S. Baerwald has been elected to membership in the Chamber of Commerce. The membership of Charles H. Baerwald has been transferred. Reported by Secretary H. A. Plumb.

Minneapolis.—The following transfers were recently posted on the Chamber of Commerce: From L. P. Gannon, No. 1 to J. A. Lindh; from M. L. Jenks to S. M. Sorenson; from M. W. Waldorf to C. P. Walton; from W. P. Devereux, No. 2 to Clarence E. Carlston; from E. G. Terwilliger to Anton J. Baumgartner.

Portland, Maine.—The following grain firm was admitted to membership in the Chamber of Commerce: Preble & Shaw Co. Reported by Traffic Manager Howard H. Waldron.

LYMAN G. BOURNIQUE DIES

One of Milwaukee's best known grain men Lyman G. Bournique is dead at the age of 51. Not long ago Mr. Bournique was elected vice-president of the First Wisconsin National Bank, a position which he also held at the time of his death. Death took place in a Boston hospital and was due to a tumor removed from the brain a few weeks ago.

Mr. Bournique was born in 1874. After completing his education, he entered the employ of Armour & Co., becoming in time member of the operating staff of the company. He continued there until 1904 when he married Suzanne Petit, daughter of L. J. Petit, well known Milwaukee millionaire and resident of Prospect Avenue.

At that time he removed to Milwaukee. He entered the employ of the Wisconsin Trust Company in which his father-in-law was a large factor. He advanced in the banking business until he became vice-president of the Wisconsin National bank.

In 1916 Mr. Bournique resigned from his banking affairs and went into the grain business with A. K. Taylor under the firm name of Taylor & Bournique. Mr. Bournique was named vice-presi-



THE LATE LYMAN G. BOURNIQUE

dent. This concern was one of the largest grain companies in the state and enjoyed a large business. Mr. Taylor died in 1921 and the business was later sold to the Cargill Grain Company of Minneapolis. Later Mr. Bournique went back into banking and he had been in this business just a short time before his death.

Mr. Bournique was survived by his wife and his two children Eugenie, aged 15, and Douglas, 6 years old. He was a member of the two leading Milwaukee clubs, the Milwaukee Club and the Milwaukee Country Club.

TERMINAL NOTES

Chicago Board of Trade memberships sold recently at \$8,500 net to the buyer, an advance of \$100 over previous sales.

H. W. Howard, hay and grain man of Cincinnati, Ohio, has removed his office to the Central Office Building at Third and Walnut Streets.

The Froedtert Grain & Malting Company of Milwaukee, Wis., opened a branch office in Minneapolis, Minn., in August, with Curt Kanowsky in charge.

The Service Grain & Commission Company has been incorporated at Fort Worth, Texas, and not the Ayers Grain & Commission Company as stated in this department in a recent issue. The officers of the company are R. C. Ayers, president; J. E.

Durrell, secretary-treasurer; Harry Johnson, vice-president and manager. Offices are in the Neil P. Anderson Building.

The Armour Grain Company of Chicago, Ill., is now represented on the New York Produce Exchange by F. K. Chandler, C. W. Chilcotte and J. Ostrowsky.

The Cargill Grain Company of Milwaukee, Wis., has removed its general offices from 207 Mitchell Building to larger quarters in room 201 of the same building.

W. L. Beady has resigned his position as grain buyer for the Sperry Flour Company at San Francisco, Calif., and has engaged in the grain business on that market.

Henry Lichtig & Co., grain merchants of Kansas City, Mo., have established a feed business in connection with their grain business and placed F. W. Amick in charge.

Elmer H. Reed of Parker & Graff, Kansas City, Mo., who act as brokers for the Corn Products Refining Company, is now in the home office of the company in Chicago.

J. S. Bache & Co., grain and stock firm of New York City, has opened an office in the Houston Cotton Exchange Building, Houston, Texas. W. E. Sorrells is in charge.

The grain commission business of Wm. J. Parran & Son of Baltimore, Md., is being continued by Dalrymple Parran, brother of the late Wm. J. Parran, former owner.

Grant M. Miles of P. B. & C. C. Miles, Peoria, Ill., who has been prominently identified with the National Guard service of Illinois, was recently promoted to a colonelcy.

C. O. Becker, formerly with the Sessums Grain Company of Memphis, Tenn., has engaged in business on his own account under the style West Memphis Grain & Seed Company.

W. W. Deck, who has been connected with the Grain Marketing Company at Fort Worth, Texas, has become associated with the C. A. Polson Grain Company of Oklahoma City, Okla.

The Aetna Grain Company of Minneapolis, Minn., has leased the mill of the late George Ledbetter at Franklin, Minn. Chester Tetzlaff, formerly of Wheaton, Minn., will manage the mill.

The Dorsal Grain Company has closed its offices in the Swift Building at Cincinnati, Ohio, and now has the headquarters of its grain and hay business at the Dorsal Flour Mills, Newport, Ky.

The Kellogg Commission Company of Duluth, Minn., received on August 8, the first car of rye arriving on that market. It was sold at 1½ cents under the September price and weighed 52½ pounds.

The Milwaukee Chamber of Commerce has designated the Kinnickinnic and Rialto Elevators at Milwaukee, Wis., of 1,000,000 bushels capacity each, as registered storehouses for the year beginning August 1.

The first car of new Spring wheat on the Duluth market arrived August 6, consigned to Gregory, Cook & Co. It graded No. 3 Dark Northern, weighed 55 pounds and carried 16.36 per cent of protein.

M. I. Dolphin of the Dolphin-Jones Grain Company of Omaha, Neb., was recently appointed a director of the Omaha Grain Exchange to succeed S. S. Carlisle who resigned to engage in the grain business in St. Louis.

The Popular Grain Company of Minneapolis, Minn., has been incorporated at Minneapolis, Minn., to do a general grain business. The incorporators are D. G. Johnston, Williston, N. D., and E. W. Diercks of Minneapolis.

The Kansas Co-operative Grain Company, which handles the business of the Kansas Wheat Growers' Association, and the Kansas Co-operative Wheat Marketing Association, has taken out articles of incorporation in both Missouri and Kansas. The company is a member of the Kansas City Board of Trade and serves 506 country elevators besides owning the Kansas Central Elevator at Leaven-

worth, Kan. The company will also operate the new 1,000,000-bushel Chicago & Alton Railroad Elevator when completed. Capitalization is \$200,000 in Kansas and \$40,000 in Missouri.

C. G. Crittenden, who has been manager for several years past, of the terminal elevator owned by the Nye-Schneider-Jenks Grain Company at Omaha, Neb., is now looking after the company's interests at Lincoln, Neb.

The firm of Wolcott & Lincoln has been formed at Kansas City, Mo., to conduct a general grain business. It is composed of W. B. Lincoln and J. J. Wolcott who have been members of the Kansas City Board of Trade for many years.

It is announced that on account of the death of George A. Hax, the grain, hay and feed firm of G. A. Hax & Co., of Baltimore, Md., will be liquidated. J. B. Wm. Hax, the surviving partner, will continue in the business under the firm name of The Hax Company.

The La Salle Cash Grain Company has been incorporated at Chicago, Ill., to conduct a general cash grain business and operate a public grain elevator. Incorporators are Edward A. Green, David L. Barsaloux, and Frank A. Wells. Offices are at 324 Sherman Street.

Don C. Graham, who recently purchased the Durbin Brokerage Company at Kansas City, Mo., is now conducting the affairs of the company in the old offices at 532 Board of Trade Building. Logan Rownd, who was associated with the business for several years, continues with Mr. Graham.

George A. Aylesworth, formerly engaged in the grain business at Kansas City, Mo., but for the past several years editor of a magazine in New York City, will re-enter the grain business at Minneapolis, Minn., where he has formed a connection with the A. L. Goetzman Grain Company.

L. W. Leisuer & Co., New York, N. Y., have incorporated as L. W. Leisuer & Co., Inc., with a capital stock of \$100,000 fully paid in. They will do a general merchandising business in grain. L. W. Leisuer and R. R. Roberts are the company's representatives on the floor of the Produce Exchange.

The calendar changes for August, sent out by Pope & Eckhardt Company of Chicago, Ill., contains the following aphorism as an accompaniment to a charming picture of the making of our great West: "Progress—The one great thing in this world is not so much where we stand as in what direction we are moving."

The W. S. Moore Grain Company of Duluth, Minn., effected arrangements with its creditors and resumed business on the Duluth market August 12. It was also stated that arrangements for reinstatement are also being made at the other grain markets where the company operated up to the time of its suspension a month ago. These included, Minneapolis, Chicago, New York and Winnipeg.

The Wilder-Murrel Grain Company of Cedar Rapids, Iowa, has been incorporated under the laws of Iowa, with a capital of \$180,000 succeeding the Roy Murrel Grain Company. The company operates elevators on the principal Iowa railroads tributary to Cedar Rapids and acts as track buyers, specializing in quality run grain and seed. Steve W. Wilder is president of the company and Ray Murrel is vice-president.

In an item of news appearing in a late issue, the capacity of the terminal elevator at Mansfield, Ohio, owned by the Federal Mill & Elevator Company and operated under lease by the Cleveland Grain & Milling Company of Cleveland, Ohio, was given as 100,000 bushels. The capacity referred to the time the elevator was built in 1902. The elevator has since been enlarged and is now commonly termed a 1,000,000 bushel elevator, although its owner believes its capacity would be more accurately indicated as 750,000 bushels.

The Rosenbaum Grain Corporation was admitted to membership in the Chicago Board of Trade Clearing House on August 11. It was a little over a year ago that the corporation joined the Armour Grain Company and Rosenbaum

Brothers in organizing the Grain Marketing Company. All three firms have applied for membership and were readily admitted to the clearing house. The Rosenbaum Grain Corporation has an elevator capacity of 4,000,000 bushels and does an extensive business in cash grains for domestic and foreign shipments. Offices are on the eighth floor of the Postal Telegraph Building.

TRADE NOTES

The Ellis Drier Company of Chicago, Ill., has just shipped a 25-ton per hour molasses feed mixer to go in the Ladish Milling Company's feed plant at Milwaukee, Wis. They have also just received a large order for Noxen-Ellis Belt Type Feeders for the addition to the Purina Mills Company's plant at Buffalo, N. Y.

As is well known, the B. F. Goodrich Rubber Company of Akron, Ohio, manufactures other rubber products besides their good grain elevator belts. In a recent announcement the company says: "Tire manufacturers have, for years, refused to believe in any but the standard inner tube. It is therefore significant that The B. F. Goodrich Rubber Company has purchased the patents, manufacturing and sales rights of Rubber Ace Puncture Proof Pneumatic Inner Tube, and will manufacture and market this as a Goodrich product in the future. As soon as sufficient production can be secured in the Goodrich plants at Akron, Rubber Ace will be distributed through all Goodrich branches throughout the country. Investigation by the B. F. Goodrich Rubber Company among commercial car owners using Rubber Ace in Chicago, New England, New York and California showed that these users were not only getting absolutely uninterrupted tire service as a result of this invention, but that they were also appreciably increasing the mileage secured from their casings. Tests also showed that there is absolutely no movement of the Ace in the casing."

A NEW FRICTION CLUTCH

Satisfactory service at all speeds and an absolutely positive release are features which recommend the Hoerl Friction Clutch to plant executives.



THE HOERL FRICTION CLUTCH

It is made as a coupling, or with a sleeve for a pulley, and it is adapted for heavy or light loads, at either low speeds or the highest that centrifugal safety will permit.

The production of the new clutch is just starting, and in introducing it, the manufacturers are calling attention to the fact that considerably larger friction surface is provided than is necessary to develop the rated horsepower, thus naturally reducing the friction per square inch and giving the clutch a long life. Raybestos lining, which assures wearing qualities and high coefficient of friction, adds to the length of life and makes frequent adjustment unnecessary. When

adjustment is needed a slight turn of two screws gives the desired result.

Construction of the clutch is simple: there are only eight parts—two rings, two levers, the shell, the cone, collar and plate. The clutch is engaged by the cone sliding along the shaft, causing the levers to force the covered rings against the inside of the shell rim. It can be thrown in gradually or quickly, and gives a clean cut release as soon as the lever is thrown. By removing a set collar all parts of the clutch are readily accessible. Its compact design makes it particularly applicable to tight locations, regardless of the speed.

The Hoerl Friction Clutch is being introduced by The Wolf Company of Chambersburg, Pa.

RUNS FIVE ELEVATORS AND A MILL

The management of the Milk River Elevator Company, at Chinook, Mont., besides attending to the running of five elevators, also operates the Star White Mills, a 50-barrel plant at Chinook, the company's headquarters.

Henry J. O'Hanlon is president of the firm, O. Harlen, secretary, treasurer, and general manager, and Thos. O'Hanlon is vice-president. The elevators run by this group are located at Savoy, Zurich, and Lohman, Mont., which with the two Chinook units (cribbed construction) have a combined capacity of 150,000 bushels. The Great Northern is the principal railroad used by the company. About a half-million bushels of grain are handled in a year, and wheat, oats, rye, flax, and corn, are the chief grains received.

Several electric motors are installed in the Chinook plants, and are giving good service. Rope, chain, and belt drives are all used in various operations.

Twelve scales of various kinds are on duty at the various elevators.

The company has made good progress since it incorporated in 1913, and has now a good following of customers, not only for the grain receiving end of the business, but for its flour and feed merchandising. The Milk River Elevator Company, operating several grain storage stations, naturally can take the cream of the various grain crops for grinding in the Star White Mills, and customers, buying the locally made flour and feed are not only patronizing a home industry, but are getting a thoroughly good product for their money.

GRAIN ACT UNDER TEST

By C. H. BROOKS

The constitutional validity of the Canadian Grain Act is to be tested by C. C. McCaul, K. C. of Edmonton, and R. M. Milliken of Saskatchewan, counsel for the Saskatchewan Co-operative Wheat Producers, Ltd., in their action for breach of contract against Leoni R. Zurowski. A. K. MacKinnon for the defendant, is claiming that the wheat pool is carrying on business as a primary dealer, and as such is required by the Canada Grain Act to take out a license. This, claims Mr. MacKinnon, it has failed to do, and in consequence is acting illegally in carrying on its business. Counsel for the pool has asked leave to amend their reply to the statement for the defense, setting up, amongst other matters, that the Canada Grain Act does not apply to the pool, and that if it does it is ultra vires on the Dominion Parliament.

The Senate Committee on Agriculture has passed an amendment to the proposed new Canada Grain Act as it has been adopted by the House of Commons. Hon. Charles Stewart, Minister of the Interior, in directing the bill through the Commons, accepted an amendment which would require grain from private mixing elevators to be equal in quality, grade for grade, with grain inspected at Winnipeg. The Senate Committee struck out the clause and substituted one which would require that grain from private mixing elevators should be equal in quality, grade for grade, to grain from general terminal elevators.

According to Fort William grain men the action

of the Agriculture Committee at Ottawa in adopting the clause of the new grain act authorizing the mixing of grain in terminals was a wise one and will be in the interests of the producers and the private elevators. There are 23 private elevators at Fort William that are interested in the mixing privilege and of these 15 are on the waterfront.

PULLEY SPEEDS

W. F. Schaphorst of New York City, N. Y., has recently devised the chart printed below, by which it is possible to tell the various speeds of pulleys of many different diameters and varying revolutions per minute. The preparation of such a chart was declared impossible by several pulley experts before Mr. Schaphorst came through with his valuable contribution.

Complete tables covering such information would occupy a great deal of space and would require much time for compilation. However, in the table printed below is a chart that answers all questions for all widths of belts varying from 1 inch to 60 inches, for all revolutions per minute varying from 3 r.p.m. to 9,000 r.p.m. and for pulley diameters from two inches to 1,000 inches. It also gives the horsepower for single, light-double, double, triple and four-ply belts. If all of the answers that can be derived from this chart were compiled in tabular form it

should be a single, lightdouble, double, triple or four-ply, run a straight line through the intersection in Column E and the horsepower in Column F and the intersection of Column G will give the number of plies or thickness of the belt.

Inversely, if the thickness of the belt, horsepower, diameter and r.p.m. are known and it is desired to determine the width of the belt, begin at the right and zigzag over toward the left and the width is found in Column A.

In other words, if four of the factors are known, the fifth is easily determined by simply running straight lines across the chart as indicated by the dotted line on this chart.

For example, this chart shows that if the width of the belt is five inches, the pulley makes 300 r.p.m. and is 20 inches in diameter and if the belt is a single belt, it will then transmit 9.8 horsepower. Column F shows that the chart takes care of all quantities of power from 4 to 200 horsepower.

SEALED GRAIN AS COLLATERAL

Special provision for loans to farmers in the interest of normal crop acreage, is now made by several states in various ways. Hawkeye farmers are this year taking advantage of the Iowa State Warehouse Act, which makes it possible to borrow money on grain sealed in cribs on farms. The department

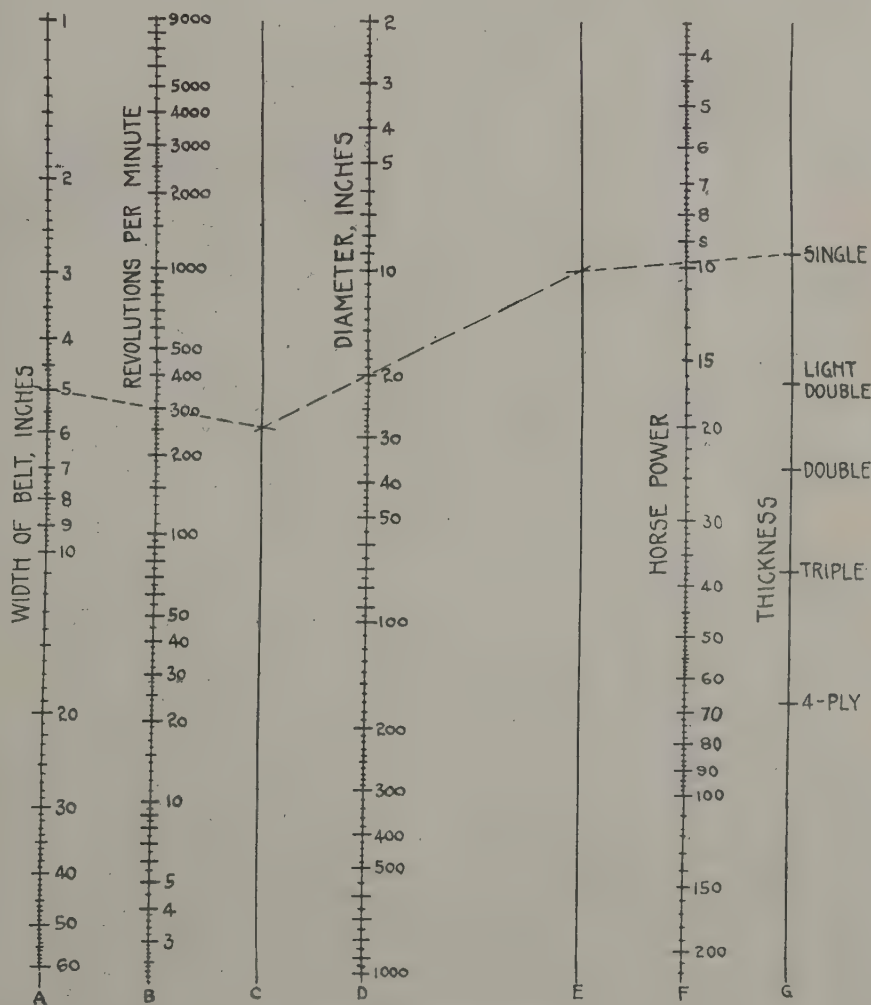


CHART FOR FINDING SPEEDS

might require an entire edition of the AMERICAN ELEVATOR AND GRAIN TRADE, if not more.

To use the chart, find the width of the belt in inches in Column A and then run a straight line through that width and the revolutions per minute made by the pulley in Column B and locate the intersection in Column C. Then from that point of intersection run through the diameter of the pulley in inches in Column D and locate the intersection in Column E. Then from that point of intersection run over to the thickness of the belt in Column G and the intersection in Column F gives the horsepower.

Or if, after reaching Column E the horsepower is known and it is not certain whether the belt

at Des Moines, which takes care of those loans, reports farmers in 30 counties out of the 99, have taken advantage of this grain-collateral plan.

About 250,000 bushels of grain are under seal, mostly corn. Over 1,600 bushels of wheat; 19,000 bushels of oats, and about 1,000 bushels of popcorn are sealed. The popcorn is sealed in Sac County, the largest popcorn center in the world.

INCREASES over the previous estimates of all crops are shown in reports from Hungary.

DURING the month of July, 1925, 287,466 bushels of wheat were exported from the port of Galveston, Texas, as compared with 432,000 bushels for the same month last year.

NEWS LETTERS

MINNEAPOLIS

EDWIN O. WELDE CORRESPONDENT

THRESHING of early grain is well under way and the dry weather has been very favorable for it. As the threshing returns are received, a wide range in yield and quality is indicated. This year's crop will in all probability average considerably stronger in protein than that of last year. Part of the crop will be of good weight, while the balance will show a wide variation. The first carload of Spring wheat from LeSueur Center tested 60 pounds to the bushel.

Ivan Bowen, member of the Minnesota Railroad and Warehouse Commission, has announced that the Commission will fight the proposed increase in grain rates before the Interstate Commerce Commission September 8 at Chicago, where 73 western railroads seek an increase in freight rates equivalent to 11 per cent or a total increased revenue of \$180,000,000. The Minnesota Farm Bureau Federation, of which J. F. Reed is president, also will appeal before the Interstate Commerce Commission when hearings begin.

Greatly reduced one way fares for laborers to the harvest fields in northern and western Minnesota and North Dakota from Minneapolis and St. Paul came into effect August 1 and will continue until August 24. The Great Northern, Northern Pacific and Soo Line railways have established a rate of \$5.00 a man for parties of five or more traveling together to all points in the prescribed harvest territory.

A hail storm covering approximately a square mile struck Kedron and Sumner Townships, 10 miles north of Spring Valley, destroying all standing grain.

The Minnesota Wheat Growers Co-operative Marketing Association, has moved its offices from the Flour Exchange Building to 400 Corn Exchange Building.

Stockholders of the Winter-Truesdell-Ames Company, grain dealers, announce a change in name to Winter-Truesdell-Diercks Company.

Anton Huhn, 69 years old, one of the oldest grain dealers in Minneapolis, died Monday, August 3 at his apartment at the Oak Grove Hotel. Mr. Huhn, for more than 40 years in the grain business in Minneapolis, and known throughout the Northwest, was born in Milwaukee in 1856. He came to Minneapolis in 1885. Here he established the Huhn Elevator Company, with which he was actively associated until about four years ago. Following a fire which destroyed one of the company's principal elevators, he retired from active participation in the affairs of the institution. Since his retirement Mr. Huhn has been in the manufacturing business. He is survived by his wife, two sons and a daughter, all of Minneapolis.

Northwestern Milling Company, M. L. Hallewell, president, 200 Corn Exchange Building, Minneapolis, will build a modern fully equipped grain elevator at Little Falls.

The Andrews Grain Company has been incorporated with \$500,000 capital. The incorporators are Arthur C. Andrews and Howard G. Tilton.

The Sheffield Elevator Company is building two one-story steel and fireproof additions to its elevator at Twenty-Ninth Street W. and Carfield Avenue S.

John F. Barrett, John F. Barrett & Co., grain, Chicago, has purchased a membership in the Minneapolis Chamber of Commerce.

A new unit to the plant of the Carter-Mayhew Manufacturing Company, manufacturers of grain cleaning machinery, is to be erected on property adjoining the present building at Sixth Street and Nineteenth Avenue S. E. It is to be one story with a foundation adequate for the erection of additional stories later. The new expansion program will cost \$35,000. The company, founded six years ago, manufactures the

Carter Disc Separators. Officers of the company are C. W. Carter, president; J. H. Mayhew, vice-president; R. J. S. Carter, vice-president, and H. A. Morse, secretary-treasurer.

A. J. Baumgartner, Liberty Grain Company, Strasburg, N. D., and S. M. Sorenson, Buxton Grain Company, Buyton, N. D., have purchased memberships in the Minneapolis Chamber of Commerce.

F. E. Topper and W. W. McKean of the Topper Grain Company, Winnipeg, Canada, were in Minneapolis last week. The Topper Grain Company was recently organized by Mr. Topper, Mr. McKean and E. L. Bingham.

The Minneapolis office of the \$26,000,000 Chicago Grain Marketing Company, which has been dissolved, has been closed.

The Nashua Grain Company, Nashua, with a capital stock of \$10,000 has been incorporated by Arthur C. Andrews, Minneapolis, president and treasurer; Martin Anderson, Atwater, vice-president; and Harry E. Morris, Nashua, secretary and manager.

LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

MOVEMENT of wheat into Louisville has been more active over the past 30 days, and stocks are increasing, meaning better business for storage elevators, although with the market as strong as it is at the present time, some buyers are not quite as anxious to load on wheat, as it is felt that there is too much manipulation in the wheat market. Of course, the crop is very short this year, and the farmers are holding wheat, with the belief that it will go to \$2 a bushel. However, export prospects in the opinion of many buyers, will prevent any \$2 market now, and it is claimed that a lower market than the present one will come either this fall or in the spring. Good rains over the past two or three weeks have been of great value to the corn growers, whose crops are now looking good. General crops have been aided materially by hot weather, and fair rains. Considerable damage has been reported from hail storms out in the state, which have played havoc with corn and tobacco in some sections.

Hay is looking good, and general indications are for very fair hay in some sections, others being quite weedy. Grain demand is reported as fair only. Mill-feed has been good, and is about \$3 a ton higher than a year ago. There is not much buying demand for corn or oats just now. Some winter turf oats for seeding use will move soon. Winter rye is now moving well for planting.

S. T. Ballard, of the Ballard & Ballard Company, Louisville, and Mrs. Ballard are spending a few weeks at Hot Springs, Va., having abandoned a proposed trip to Europe.

Wheat is said to be the finest ever seen in the state, most of it coming in as No. 1, quality being good and yield excellent. Wheat has been costing around \$1.75 a bushel over the week, being a few cents higher as a result of a late advance on Chicago quotations, putting local cost at around \$1.78 to \$1.80 a bushel, for No. 2 Soft Red Winter. Mills are paying about \$1.65 for wagon wheat.

Local car prices on corn show No. 2 White, \$1.14; Yellow, \$1.15; Mixed, \$1.13. Oats, No. 2 White, 47 cents; No. 3, 45 cents.

Rail hay is moving on track, Louisville, No. 1 Timothy, \$20 to \$21; No. 2, \$18@19; No. 3, \$16@17; low grade, \$12 to \$15; No. 1 Mixed, \$19 to \$20; No. 2, \$17 to \$18; No. 1 Clover, \$19@20; No. 2, \$17 to \$18; local Alfalfa, \$15 to \$18, Wheat Straw, \$9 to \$10.50; Oat Straw, \$9 to \$9.50; Rye Straw, \$14 to 14.50.

Bran is quoted at \$32 to \$33 a ton, sacked; mixed feed, \$34 to \$35; and middlings, \$36 to \$37 hominy feed, \$39 to \$40; Red Dog, \$45; mixed hominy feed and shorts, \$40.50; corn feed meal, \$40; red mule feed, 60 per cent grain, \$49; milk insurance feed, 24 per cent protein, \$47; cracked corn, \$50; insurance

scratch grain, \$55; growing grain, \$56; chicken grains, \$60; laying mash, \$57; growing mash, \$58; starting mash, \$64.

The Kentucky Public Elevator Company has been having fair daily handlings of grain, and stocks of wheat on hand are being steadily increased.

Shepherdsville, Ky., reports the largest corn crop in prospect for 20 years, it being reported that the crop resembles that of 1895. Wheat was also big, yield running 22 bushels to the acre in many cases, one farmer getting 32.

Charles F. Wood, 56 years of age, prominent for years in the seed business at Louisville, died on July 31, at his home in Louisville, of apoplexy. Mr. Wood some years ago was with the Department of Agriculture, grain and seed reporting division, in Chicago. He was a native of England, coming to Richmond, Va., as a boy, and then to Louisville, where in 1900 with W. P. Stubbs, now of Denver, he formed the Wood Stubbs Company, today one of the biggest seed houses in the South. He withdrew from that concern about 1912, entered the paint business, and was next heard from in the seed brokerage business in Chicago. Two years ago he started a retail shop in Louisville, handling seeds, then went to New York and was in the seed brokerage business there.

A new grain and feed consumer for Louisville is the \$200,000 Union Packing Company, which will operate a large poultry, packing, feeding and slaughtering plant at Mellwood and Frankfort Avenues, Louisville, and will handle produce of the Farmers' Unions over central Kentucky.

Alfred Brandeis, head of one of the leading grain houses of Louisville, and family, are spending a vacation at Asheville, N. C.

Gustav Breaux, vice-president of the Ballard & Ballard Company, recently returned from a trip to Washington.

The Louisville Milling Company, as the Washburn-Crosby division, at Louisville, has filed amended articles increasing capital from \$350,000 to \$1,000,000.

Joe Moore, former owner of the Murray (Ky.) Flour Mills, who sold the plant which burned about three weeks later, suffered a fractured hip when he fell into the mill basement while trying to take the office safe out with a block and tackle to recover his private papers.

William Phillips, Louisville negro, recently received two years in the penitentiary, for issuing cold checks, one of which was passed. R. D. Riedling, local grain dealer, had his name forged to one check for \$20.

Bernard Bernheim, organizer of the Bernheim Distilling Company, Louisville, formerly one of the largest grain users in the state, died suddenly while in the East, at the age of 75 years. He left an estate of about \$2,000,000.

PHILADELPHIA

WM. A. LOCKYER - CORRESPONDENT

WITH the exception of one or two items, seven months' movement of flour and grain through the Port of Philadelphia bulks larger than the corresponding period of 1924 and notwithstanding outside influences, which under ordinary circumstances would be regarded as bearish, prominent factors in the trade expect that this better showing will be continued consistently throughout the balance of the year. The only items which interfere with an otherwise perfect sheet insofar as increased business is concerned are to be found in the receipts and exports of corn and the overseas shipments of flour. In the case of the former, the receipts for the seven months' period are 1,899,398 bushels below the receipts for the same period of last year while in the matter of ex-

August 15, 1925

ports there is a decline of 1,562,221 bushels. Flour exports are 12,493 barrels below the total for this time last year.

Complete comparative figures for the seven months are reported by the Commercial Exchange as follows:

RECEIPTS	1925	1924
Flour—barrels	1,353,274	1,348,992
Wheat—bushels	21,400,046	15,573,987
Corn—bushels	435,175	2,334,564
Oats—bushels	3,685,461	1,087,824
Rye—bushels	1,200,042	862,786
Barley—bushels	576,696	123,314
EXPORTS	1925	1924
Flour—barrels	189,976	202,469
Wheat—bushels	22,028,210	16,587,450
Corn—bushels	127,682	1,689,903
Oats—bushels	2,740,955	321,726
Rye—bushels	1,314,050	769,005
Barley—bushels	629,451	116,245

For the month of July, the following figures are given: Receipts: Flour, 182,906 barrels; wheat, 1,211,933 bushels; corn, 10,402 bushels; oats, 292,343 bushels; rye, 25,644 bushels; barley, 52,042 bushels. Exports: Flour, 7,763 barrels; wheat, 1,072,481 bushels; corn, 84,825 bushels; oats 230,790 bushels; rye, 40,646 bushels; barley, 98,333 bushels.

On August 1, 1925, there were stored in Philadelphia public warehouses 107,523 barrels of flour; 1,256,508 bushels of wheat; 31,983 bushels of corn; 120,689 bushels of oats; 896 bushels of rye and 27,403 bushels of barley.

During the month of July there were unloaded at the Girard Point Elevator of the Pennsylvania Railroad 451 carloads of grain; at the Port Richmond Elevator of the Reading Company 422 carloads, and at the Twenty-Ninth Street Elevator of the latter company 50 carloads, the latter being for domestic purposes.

Recent changes in the personnel of officers of the Pennsylvania Railroad are looked upon with favor by local flour and grain interests. These include the election of Julian Eysmans as vice-president, succeeding George Dallas Dixon, who has been made assistant to President Samuel Rea, and the promotion of Alfred J. Ball, who had been serving as foreign agent for several years, to the office of general freight agent. The newly elected vice-president, as well as Mr. Ball, had long been identified with factors in the Philadelphia flour and grain trade. Hubert J. Horan, president of the Commercial Exchange, gave a dinner to Mr. Eysmans at the Manufacturers Country Club on August 6, which was attended by the directors of the Exchange, railroad and steamship officials and the heads of the various trade organizations, while a similar function in honor of Mr. Ball is expected to be given by his many friends on the exchange floor at a later date.

A special committee, headed by H. DeWitt Irwin, of Barnes, Irwin & Co., which was recently appointed for the purpose of revising the grain handling rules of the Port, has been giving consideration to the subject but inasmuch as a similar committee is now working out changes for the handling of grain at New York it has been deemed advisable to await the outcome of the New York deliberations before taking any final action here. Meantime, the old rules will continue in force at Philadelphia.

As to the flour and grain business hereabouts, the Philadelphia Reserve Bank in its current summary of business conditions has the following to say: "Mills in this district have had a satisfactory business during the first half of this year, but are now running at a reduced output pending the arrival of new wheat. This crop in Pennsylvania promises unusually well. Owing principally to improved weather conditions in most sections of this district, grain crops, save oats, show a considerable gain. This is especially true of corn, the estimated yield of which greatly exceeds that of the 10-year average. Harvesting of wheat, rye and oats began somewhat early this season and thus far has been satisfactory, harvesting hands and farm laborers being in ample supply at wages practically unchanged from those of last year. The yield of hay generally is up to normal, although the prolonged drought affected adversely the New Jersey crop."

Louis A. Toll, salesman for S. F. Scattergood & Co., grain and feed dealers, has recently returned from a 10 days' vacation at Hartford, Conn.

Completion of Pennsylvania's first triennial farm census shows that the state has 186,212 farms, a farm population of 796,400 and 14,934,100 acres of farm lands. The census was taken by the Department of Agriculture, co-operating with county commissioners and township assessors. Lancaster County leads in the greatest number of farms as well as the greatest farm population.

Philadelphia seedmen opposed the new postal rates when the Joint Congressional Commission on Postal Rates held hearings during the latter part of July. They declared that the higher rates which are now in effect had seriously interfered with their business and in this they were backed up by representa-

tives of other lines. A reduction would mean more business and thus help to wipe out the huge deficit which now confronts the Postoffice Department.

C. C. Fraser, who some time ago retired from the flour and feed business at Richmond, Va., has resumed trading in this market. Mr. Fraser is a former Philadelphian. He went to the Virginia capital several years ago.

Reports from several counties in Delaware are to the effect that the acreage of wheat this year yielded much better than was anticipated in the spring. In some sections of Sussex County the crop is now being disposed of, selling at about \$1.25 a bushel.



TWO Duluth Board of Trade memberships were recently sold at \$6,500 each, a top figure. That is accepted as evidence of how the future of the grain trade on this market is regarded.

The H. A. Wernli Company of Minneapolis has been elected to corporate membership on the Duluth Board of Trade. Another recent change recorded was the transfer of the membership of H. S. Macgregor to F. P. Heffelfinger of the Globe Elevator Company.

Gregory Cook & Co., won the high honor of marketing the first car of new Spring wheat for the season on this market on August 6. It was shipped from Nibbe, Mont., weighed 55 pounds, graded No. 3 Dark Northern tested 16.36 per cent protein, and was sold to the Washburn-Crosby Company for shipment to its Buffalo mill at 34 cents over the September price. This was the earliest date in many years for the marketing of Spring wheat. The light weight of the grain was taken as an indication of what may be looked for in that way after the movement starts in earnest.

Max Rheinberger of the Kellogg Commission Company handled the first car of new rye on this market on August 6. It was shipped from Genola, Minn., weighed 52½ pounds as compared with an average weight of 58 pounds from the same district last year, and was sold at 1½ cents over the September price. Operators here are looking for a good run of rye on this market within a short time in response to an active eastern demand prompted by a desire of some interests to cover themselves in view of the short crop of that grain this season. The market in No. 1 rye advanced 10 cents here to \$1.06½ during the week ended August 8. Some of the specialists, however, expressed their inability to see any reason for the recent upturns in that grain this early in the season, and they regarded the move as having been largely speculative and inspired by the wide spread between quotations of rye and Spring wheat. As they view it, export demand for rye is not likely to be as active this season as last on account of larger productions in the European consuming countries lessening their import requirements. Bulls here, however, point to the fact that certain traders were bearish on the flaxseed market last winter when its quotation stood at around 61 cents. They were credited with selling out at small margins of profits only to see the market soar to over \$1.70 during the late spring.

The friends of Watson S. Moore of the W. S. Moore Grain Company were pleased with the announcement that he has arranged to resume business in Duluth on August 12 after a suspension in payments that had been forced through a shortage of immediate cash resources to carry his trades. Mr. Moore is one of the veteran operators in the grain trade. His house in which the stock was almost completely owned by himself and members of his family, holds memberships on the Duluth, Chicago, Minneapolis and New York grain exchanges, did a heavy export trade up till the last few months, but latterly it had confined its operations mainly to the domestic field. Statements submitted to creditors showed that its assets, including income bearing properties are sufficient to leave a wide margin over its liabilities if allowed time to liquidate. Reinstatement on the Minneapolis, Chicago, New York and Winnipeg exchanges is expected shortly.

Eastern millers have been prominent in market operations here during the last few weeks and from that it is assumed that a larger proportion of the season's high grade Spring wheat crop will be marketed here up to the close of navigation than has been the case in many years back. That is considered to have been attested in a spurt in the demand for boat space recently. Space for moving 10,000,000 bushels of wheat and Durum are estimated to have been contracted for Buffalo delivery at 2½ cents a bushel for October shipment. Evidence of the active competition of millers for Spring wheat and Durum on this market is afforded in the high premiums being bid for choice lots. As high as 27 cents over the September price is being bid for No. 1 Dark

Northern; 26 cents over for No. 1 Northern, 25 cents over for No. 1 Amber Durum and 22 cents over for No. 1 Mixed Durum.

What is regarded as an interesting recent feature on the Duluth market is the development of a good inquiry for No. 1 Red Durum at from 1 to 3 cents under the September future price being paid for it. The demand has come from operators for use in mixing with Red Winter wheat in order to bring up its weight. It is pointed out that up to 10 per cent of Red Durum may be used as a mixture in Red Wheat before its grading would be classified as mixed.

While the season's movement of the new crop wheat and other grains is expected to begin in volume earlier than usual this season, commission men do not look for any great amount of grain to arrive from the country prior to the first week of September. It is thought that experiences of other years in that respect will be closely paralleled this fall unless an unexpected export inquiry should set in.

The disposition of growers to hold their wheat for higher prices is being shown in inquiries being received by commission men here regarding the making of arrangements for storing their grain in the elevators. Numbers of growers have become inoculated with the bug that the \$2 mark may be realized in the May delivery wheat future. That idea has gained ground through the last Government crop report showing that this country is getting down to a domestic basis as regards this season's wheat supplies. As showing how general that impression has become, R. M. White of the White Grain Company mentioned the receipt of an inquiry from a western Minnesota farmer regarding the procedure for the handling of two cars of Spring wheat that he desired to be held in storage here. Operators are assuming, though, that when all has been said and done that the great bulk of the season's crop will be marketed in the usual way during the fall period, especially if prices continue on a satisfactory basis of shippers. It is conceded, however, that this fall's grain movement to the markets is unlikely to compare with that of last year owing to the reduction in yields over the Northwest brought about by hot weather conditions.

W. D. Jones, manager of the Hallett & Carey Company's Duluth office, has returned from a five week's inspection trip over western Minnesota, North Dakota and Montana, during which he covered over 4,500 miles by auto. He found that severe damage had been sustained by wheat and other crops over the Northwest through the five days of intense heat at a critical period of the crop last month. He estimated that the North Dakota Spring wheat crop would be cut around 40,000,000 bushels as a result, the heavy damage coming in western North Dakota where up to then they had promised to be a bumper crop will be cut down to from 8 to 10 bushels an acre. He noted that the stem of the wheat plant had been badly dried up, but even at that some recovery would have been made had moderate rains subsequently fallen. They failed to come, however. Mr. Jones placed the flaxseed prospect right now at 23,000,000, but it might reach 26,000,000 bushels as in the event of some rainfalls coming on shortly the later sown flax would be helped. A peculiar feature that impressed Mr. Jones was that the Durum wheat heads were not shriveled or damaged by the intense heat which reached a maximum of 104 degrees at Max, N. D., the day he passed through it.

It was a tough experience for western North Dakota farmers to have their prospects of a bumper wheat crop spoiled. It would have enabled them to pay up all their old debts.

Commission houses and elevator interests here were deeply interested in the decision of the Minnesota Board of Grain Appeals to install laboratories at Duluth and Superior for the purpose of making protein tests of wheat and to determine the oil content of flaxseed shipped into this market. The installing of the equipments will be completed in time for the handling of the new season's crop. It will be of the latest type, and it is expected that the innovation will be very popular with shippers and receivers. A nominal charge of 75 cents a car has been announced and it has been intimated that the protein test will practically entail no delay in the grading of the wheat as it can be done while the moisture test is being made. The plan of the Minnesota Railroad and Warehouse Commission, which will have the supervision of the laboratories, will be to issue date certificates showing officially the protein content of the wheat inspected and that, it is claimed, will enable buyers for the mills to work intelligently in picking their wheat, and will secure for the shipper value in accordance with its milling qualities. The laboratories will be in the direct charge of Charles W. Ingram, chemist, assisted by C. W. Shelley and H. A. Dalquist who, in turn, will report to the Grain Board of Appeals and the Minnesota Railroad and Warehouse Commission. The installing of the laboratories was in line with the promotion of marketing the farmer's grain and flaxseed, and it came in response to a wide demand for it. Private protein tests were made on this market during the last year, but its application was haphazard. To a large extent buyers had learned to look for protein wheat to come from certain districts, little cognizance being taken in

that respect of grain coming from other districts. Numbers of farmers outside of the recognized protein districts had become aware of that attitude of the trade at the terminal markets and reports showed that grain was hauled long distances in some cases to interior elevators in the protein areas, in the hope of realizing better prices than they would have obtained in their own districts.

Elevator men and dealers on this market have announced that they will co-operate closely with the Regional Advisory Board in making handling rules calculated to eliminate any undue delays in taking care of the cars of grain as they arrive here during the fall rush period. The aim of the railroads and handlers will be to get the grain unloaded into the elevators as soon as possible after their arrival and then to rush the cars back to the country for refilling at loading stations. Officials of the Minnesota State Grain Inspection Department here have intimated that their force of men will be sufficient to take care promptly of a heavy movement of grain at any time, and it is hoped that railroad demurrage charges will be reduced to a minimum in consequence.

Specialists in coarse grains on this market have been greatly heartened by the recent show of strength in rye quotations. Some of the authorities in that trade, however, have expressed themselves as feeling dubious regarding the rye price level holding. In arriving at that conclusion they have been influenced by the slow export demand for that grain that has been in evidence for some time back and they have been expressing fears on the score that European countries that are the heaviest consumers of rye have harvested heavier crops of it this season so that they will be less dependent upon supplies from America. Those experts are quite willing to concede that the present spread between rye and wheat is too wide and that under ordinary marketing conditions some readjustments should be in order. The spot market in No. 1 rye here advanced 10 cents during the last month.

DENVER

T. V. KIRK CORRESPONDENT

THE general situation in this section seems to be somewhat improved according to reports from the various mills. The orders are not coming from one section of the country but are spread out over the entire trade territory of this market which shows that a good business may be expected from now on. A few contracts for export have been offered but as a rule the prices offered are too low. The local demand remains about the same. The feed situation in the Southwest is very much improved as the cattle growers are driving their stock back into sections that were deserted a few months back and of course they are buying considerable feeds to help fatten along with the natural range fodder. The mixed carload business is getting back to normal conditions again as there has been moved from this market within the last week about 25 cars into western territory.

New wheat is beginning to move freely into this market from eastern Colorado and other surrounding territory. The predominating grade is No. 2 Hard Winter, but practically all of the wheat is carrying smut, from light to medium, however it is turning out far better than had been expected after the unusually hot and dry summer. About 600 carloads have already been handled in Denver, which are running extremely high in protein content, containing from 13 to 15 per cent protein and some as high as 17 per cent. New barley is also beginning to come in, showing good color and weighing from 40 to 50 pounds to the bushel. Favorable growing conditions indicate a large crop of pinto beans, and estimates of production in Colorado place the yield at approximately 800 to 1,000 carloads.

Total receipts of grain for the month of July 1925 were 984,350 bushels as compared to 975,000 bushels for the same month a year ago. Shipments for July 1925 were 177,400 bushels compared to 326,900 bushels in July 1924.

The Colorado Milling & Elevator Company held its annual picnic at Bergen Park, July 25, and those attending, including employees and guests, numbered about 1,700. The day was spent in games, races and many novel features and everyone left proclaiming the company a most admirable host.

George Russell, of the Longmont Farmers Mill & Elevator Company, is spending his vacation in Estes Park.

The Colorado Grain Dealers Association recently held a meeting at Akron, Colo. Fifty-seven of the grain dealers and people who are vitally interested in the grain business were present. It was a busi-

ness meeting throughout and much was done which is believed to be of great help to the grain dealers of the state. The principal speakers were C. E. Lundgren, Akron; C. H. Hay, Wray; Raymond Sauter, Sterling; and Leo Connell, Denver.

Edwin B. Doggett of the Doggett Grain Company, Dallas, Texas, stopped in Denver recently on his way to Estes Park. Mr. Doggett stated the crop situation in Texas this year was very poor, there being only about one-third the usual hay crop, and that considerable hay and coarse grain would have to be imported.

INDIANAPOLIS

H. M. RUDEAUX CORRESPONDENT

WHILE the receipts of wheat have been somewhat of a disappointment to some of the grain men, others appear well pleased and find no complaint to make. In general, the receipts were better than at first anticipated. New oats are coming in but in a poor condition owing to the adverse weather, and conditions will not improve much but the movement will increase in the belief in general. Corn continues to look fine. In fact it is in excellent condition up to this time, and unless an early frost injures the crop, the quality will be good and the yield anything but a disappointment. No rye up to this time has arrived, and some new hay of an inferior quality has been on the market.

According to Bert Boyd, business is fair, and the receipts of wheat are on the decline and the movement has been a little disappointing. Corn is moving fairly well with a good demand and heavier receipts could be well taken care of. Rye is also in demand but none in sight. In fact, the demand is good but none to be had, and new oats are in bad condition, wet and musty.

H. E. Kinney is looking for a bumper corn crop at Fountaintown and Morristown, where two of his elevators are located. The two houses are located in an excellent corn country and with the promise of a bumper crop in sight Mr. Kinney expects some good results. The movement of wheat has been very satisfactory; in fact the company has had its share and has no complaint to make.

Charles Shotwell reports the usual lull in business, and the demand for Kansas and Northwestern wheat has been quiet. This, however, is due to the fact that millers are buying the wheat on the local market, which is being stored, and when this condition ends the demand for Kansas and Spring wheat will open up.

The Lew Hill Grain Company seem well pleased with business conditions, and Mr. Hill reports a fair run of wheat and some new oats coming. The prospects for a good oat movement are fine, but the quality will be poor. Most arrivals are grading No. 3, No. 4 and Sample.

Mr. Sheppard of the Cleveland Grain Company reports business good, with a good run of wheat, oats and corn; repairs at Elevator "B" are still in progress and at least a month or more will be required in which to complete them. Mrs. Myrtle Stevens, formerly Miss Myrtle McCoy, is helping out during the vacation period. Miss McCoy, before her marriage, was one of the Cleveland Grain Company's employees.

On August 13 the Indianapolis Traffic club will leave for a booster trip on the Traffic Club Special for Lake Maxinkuckee, where they will have a picnic and banquet. The Pennsylvania Railroad Company will furnish the special train, which will leave Indianapolis with about 20 representative grain men on board.

Kendrick & Sloan report some new hay moving, but of a poor quality and not in the best condition. The weather is against new hay, and it heats readily and gets out of condition so easily that it is treacherous. In fact, good hay will come from some other territory, for the Indiana crop is practically a complete failure. The second crop of Clover, however, is looking good, but if the same conditions prevail during the harvesting time it will be no better than the first.

Mr. Lackey of the Indiana Wheat Growers Association reports a heavy movement, and up to this time there is in storage about 2,000,000 bushels. Terre Haute and Evansville have a large amount, and many elevators over the state have turned into bonded warehouses to furnish storage for the association.

There has been some rumors to the effect that the Indiana Wheat Growers Association will erect a 2,000,000-bushel elevator at Indianapolis; in fact, the plans have been under way was the report to secure the old site of Elevator "A" on the Big Four Railroad, where one of the latest improved elevators will be built with

a capacity of 2,000,000 bushels, and so constructed that additional units can be added as needed. When Mr. Lackey of the association, was questioned about the rumor, he declined to discuss the matter and would neither deny nor confirm it.

The McCoy Feed Company report the usual summer dullness, but the prospects for a good fall trade look promising.

On July 24 a certificate of incorporation was issued to the Indiana Wheat Growers Association. It was necessary for the association to file articles of incorporation under the new Co-operative Marketing Law. Officers of the association say that indications point to a very successful year for the wheat pool. In the last 10 days the average receipts each day have exceeded 100,000 bushels more than were received any one day last year. The Board of Directors have adopted an organization plan that provides for a new mode of membership campaigning in the counties of the state. Whereas, heretofore, a group of field agents went in each county for a week to start membership campaigns, the new policy calls for a field man to be placed in charge of a small group of counties for the entire drive period of approximately four months. It authorizes that agent to organize his assistants from local memberships.

KANSAS CITY

B. S. BROWN CORRESPONDENT

THE Kansas Co-operative Grain Company, which is handling the Missouri business of the Kansas Wheat Growers' Association and the Kansas Co-operative Wheat Marketing Association, filed articles of incorporation with the secretary of state of Missouri late last month. The incorporators of the Missouri company have asked that the capitalization be for \$40,000 in that state. The capitalization of the Kansas company is \$200,000. Following are the officers of the new corporation: John Vesesky, Timken, Kan., president; C. E. Cox, Wichita, Kan., vice-president; L. L. Wilson, Wichita, secretary, and W. W. Young, manager and principal agent, the latter having offices at 540 Board of Trade Building, Kansas City, Mo.

According to Mr. Young, the company represents about 11,000 Kansas farmers, members of the two Kansas associations. It serves 506 country elevators and owns the Kansas Central Elevator at Leavenworth, Kan. It is said that the new 1,000,000-bushel-capacity elevator now under construction by the Chicago & Alton Railroad in the East Bottoms district of this city, is being built for the use of the Kansas Co-operative Grain Company.

Although the company has only recently filed its articles of incorporation in Missouri, the Kansas Company was incorporated on July 1 in Kansas and has been doing business in both Kansas and Missouri for more than a year. It will handle all warehousing and sales for the Kansas Wheat Growers' Association.

W. J. Mensendieck, president of the Mensendieck Grain Company, who has been confined to his home for several weeks, was said to be slightly improved during the first week in August. However, it was thought at that time that Mr. Mensendieck would not be able to return to his office in the Board of Trade building for several weeks. While touring through Colorado last month, Mr. Mensendieck drove his motor car into a ditch by way of averting a collision with another car, suffering dislocation of his right arm and shoulder in the resultant smash.

The new feed mill of the F. E. Ransom Coal & Grain Company, which was opened about the last week in July at 3028 East 18th Street, Kansas City, Mo., is said to be one of the finest mills in the country for its capacity. The building does not cover very much ground but is constructed entirely of reinforced concrete, fireproof throughout, in the form of a tower which stands some 130 feet about the ground level. The slender, high construction was decided upon by Mr. Ransom as a means of eliminating all possible operating expense through the elimination of as much as possible of the usual belt conveyor systems which are in use all over the country. With this purpose in view, Mr. Ransom had the plans arranged so that the grain may be elevated to the head house in a single operation, the cleaning plant being installed directly under the head house. From the top of the building the grain may be let down through the cleaning plant to any floor of the mill, using only gravity as a means of propulsion. The grain is delivered to the floor desired where the milling may be accomplished without the usual horizontal moving of the grain on the floor where the respective milling machines are located.

The new feed mill is unusually well equipped for the milling of dairy and poultry feeds, all machinery being the latest and most efficient that could be ob-

tained in the country, according to officials. The mill was constructed at a cost estimated to be between \$65,000 and \$70,000, and contains many new features making for convenience, efficiency and inexpensive production of the better class dairy feeds. Although the new plant had been in operation for about two weeks, it was only just pronounced perfect in running order and adjustment on August 7. At that time, however, it was expected that further adjustments on some of the machinery might still be required at some later date. The mill has prompted much favorable comment locally.

The Hall-Baker Grain Company recently took over the least on the Chicago Great Western Elevator here, which was relinquished by the Simonds-Shields-Lonsdale Grain Company. The Hall-Baker company will now have an elevator capacity of about 4,500,000 bushels, including their Kansas-Missouri Elevator, which is located on the Missouri Pacific Railroad, a considerable increase over the company's former capacity.

The Simonds-Shields-Lonsdale Grain Company, which relinquished its lease on the Chicago Great Western Elevator and which already operates the 3,000,000-bushel Milwaukee Elevator here, during the latter part of July acquired the lease on the Rock Island Elevator, which has a capacity of about 2,500,000 bushels. It will be operated in addition to the Milwaukee elevator and will give that company a total storage capacity of 5,500,000 bushels, one of the largest capacities in the Southwest. The Norris Grain Company now has a capacity of almost 4,500,000 bushels.

Although the actual papers have not yet been signed, it is virtually understood that the Davis-Noland-Merrill Grain Company will have the lease on the Santa Fe Elevator "A", located on the Kansas side. Elevator "A" is said to be the second largest elevator in the world, having a capacity of about 5,500,000 bushels. According to Mr. Noland, the lease has been virtually completed, with the exception of appending the signatures, and the Davis-Noland-Merrill Company already has about 1,000,000 bushels of wheat in the elevator, but it has been impossible to complete the signing of the lease because of the absence of some of the officials of the Santa Fe Railroad. However, the details of the lease have been agreed upon for some time and arrangements made for the use of the structure by the grain company.

For several months the Santa Fe Railroad has been in the act of reconstructing the elevator, on which they are spending some \$2,000,000 dollars in improvements. This also includes the expense involved in adding appreciably to the present trackage facilities at the elevator. When completed, Elevator "A" will be one of the largest and finest in the United States. Equipment being added during the reconstruction includes four new automatic electric unloaders for dumping whole cars of grain, the capacity of the four units will be 240 cars unloaded per day. This is said to be special equipment which is now in use in only one other elevator in the United States. The work on Elevator "A" is expected to be finished sometime the first and fifteenth of September, according to Mr. Noland.

The decision of the Interstate Commerce Commission, which was announced here about July 15, in regard to the rates on grain shipments from the Texas Panhandle country to Kansas City, apparently is considered a victory for the local grain men, although the ruling did not recommend any stipulated reduction in rates. The Commission did, however, make a ruling to the effect that the rates and tariffs on grain, especially wheat and sorghums, from the Texas Panhandle to Kansas City are prejudicial and that reasonable schedules must be established. The ruling points out that Kansas City dealers in these commodities purchase them in competition with buyers at various Texas points and that there are no transportation conditions surrounding the movement to Kansas City that justifies the higher level of rates. The ruling said, in part:

The more favorable showing of the Panhandle-Kansas City lines is due largely to the heavy trans-continental traffic passing over those lines, and it is not our view that the benefit of this traffic should be extended to Kansas City to the extent of giving that point a rate advantage. We have made no findings as to what rates should be established between the points in Texas, or from the Panhandle to Shreveport, to remove the undue prejudice against Kansas City that exists. We shall leave to the railroad commission of Texas such action as may be necessary to remove the prejudice found to exist by reason of the present intrastate rates in Texas.

W. R. Scott, secretary of the Kansas City Board of Trade, is quoted as saying that the decision of the I. C. C. means that a great deal more grain and sorghums will flow into Kansas City from the Panhandle, and that practically none of the grain from that district has been received here in recent years. The ruling was the result of complaint proceedings filed with the Commission by the local Board of Trade last October.

C. V. Topping, secretary of the Southwestern Millers League, said that Kansas wheat is testing higher than it has ever been known to test in pre-

vious years, insofar as the greater portion of the wheat produced in Kansas this year is concerned. None of the Kansas wheat, virtually, is testing below No. 2, nearly all of it running from 58 to 64 pounds and testing about 18 per cent protein. He could not estimate the approximate total yield of the state at this time, but considered it probable that the total will run well under the original estimates.

W. W. Young, manager of the Kansas Co-operative Grain Company, said that the total yield of Kansas this year will not be much, if any, above 70,000,000 bushels, but is of the opinion that farmers will make a good profit on their product before the summer is over.

There are persistent rumors floating about among Kansas City grain men to the effect that Northwestern wheat is of light test to a great extent. One broker estimated that about 30 per cent of Minnesota and Canadian wheat is testing between 45 and 51, stating that it will, if true, extend the shortage among the millers of flour.

A. M. Lightburne, one of the foremost export shipping experts in this city, said that exports are very light from this part of the country—and have been for some time. He intimated that foreign buyers are waiting for lower prices, but said that, if prices remain where they are for a considerable period without undue fluctuation, foreign markets will again begin to bid on American wheat, at least in limited amounts. Apparently, dealers in this country are taking it as granted that, this country being short in wheat, the remainder of the world is experiencing a like shortage. That, however, is said to be untrue, except in the case of a few of the smaller European countries. Exporters are expected to have not a little difficulty in completing contracts for any large shipments unless the price comes down, for it is thought that foreign purchasers may be enabled to buy wheat in other countries at a lower figure than that in existence in North America, and that the products of the latter continent will only be bought in short quantities for mixing purposes. Time will tell.

R. W. Lightburne, Jr., veteran export shipping man in Kansas City, has been spending a great deal of his time away from his office in the Board of Trade Building recently. Mr. Lightburne owns a farm near this city and has been going "back to the land", as it were, almost every day during the slack times in the export business, which have been so much in evidence in recent weeks. The tenant house on the farm recently was destroyed by fire, and Mr. Lightburne is attempting to have the new one finished before the busy times again set in at his office, which is now in charge of his son most of the time.

Frank M. Cole, president of the National Federated Flour Clubs and of the Kansas City Flour and Feed Club, is hard to find at his office on these clear warm afternoons. When a visitor asks for him now, his secretary is apt to whisper, "Swope Park Golf Park." Mr. Cole is manager of the local office of W. P. Tanner-Gross & Co., and, incidentally, president of the Swope Park Golf Club.

MILWAUKEE

C. O. SKINROOD CORRESPONDENT

A WHOLE pack of surprises was revealed in the monthly figures on grain receipts at Milwaukee for July. Striking gains and losses were the rule in practically all of the leading grains. The corn supply for the past month dropped to 250,000 bushels. The corn supply was only about one-quarter that of last year. The returns on wheat also showed some surprising changes with approximately 750,000 bushels received for the past month as against only 133,000 bushels reported for the corresponding month a year ago. The supply of rye at Milwaukee for the past month dropped down to about 21,000 bushels as against receipts of approximately 128,000 bushels for the corresponding month of last year. An excellent showing was made in barley for July with good sized gains, the receipts being over 550,000 bushels this year as compared with only 361,000 bushels for the same month last year. The oats receipts at Milwaukee for the past month were approximately 1,168,000 bushels as compared with only 790,000 bushels for the same month of last year.

While some Milwaukee grain men have complained of the quiet trade the figures as given indicate that that showing is fairly good when compared with the standards set in former years.

The extent to which grain supplies have been scraped down this season is shown by the figures supplied for the opening of August. These showed that only about 3,000 bushels of rye were on hand.

In other lines of grain the supply is better with some 277,000 bushels of wheat at Milwaukee, 47,000 bushels of corn, 145,000 bushels of oats and 40,000 bushels of barley.

The same old rate on advances has been fixed by the Finance Committee of the Chamber of Commerce for the coming month—that of 6 per cent.

Milwaukee grain handlers were elated by the fact that a freight rate increase of 1½ to 2 cents a bushel which the four major railroads of the Northwest had proposed to be put into effect, has been suspended for further consideration. The increase affected grain moving from Minnesota and North Dakota points into Wisconsin.

The four roads asking for the rate increase were the Chicago, Milwaukee & St. Paul, the Chicago & Northwestern, the Soo Line and the Northern Pacific.

The heavy movement of Winter wheat from the Southwest through the Milwaukee port is on, according to Harry M. Stratton, vice-president of the Donahue & Stratton Company. The first ship load sent out from Milwaukee, according to Mr. Stratton, contained about 300,000 bushels of wheat and the destination was Buffalo.

Mr. Stratton reported that the southwestern wheat crop is so short this year that the big annual wheat movement through Milwaukee may be reduced.

Ernest Bruncken, who for many years held public positions in Milwaukee and Chicago and who was recently a candidate for Congress, has been picked as harbor secretary of Milwaukee. Mr. Bruncken will succeed F. C. Reynolds, a former member of the Harbor Commission, who was picked as provisional secretary following the death of Herman Bleyer. Mr. Reynolds was fourth on the eligible civil service list and he was not considered for the permanent position.

Grain men take a keen interest in the Harbor Commission and its secretary as this is the body which will have much to do with determining the grain shipping facilities for this market in the future.

Negotiations are being conducted between the officials of the Chicago, Milwaukee & St. Paul Railroad here and a group of outside men which may lead to the erection of a big new grain warehouse in the city, which may ultimately have a capacity of 1,900,000 bushels.

The building would cost initially about \$300,000, according to present plans, with room for expansion in the future. Its erection would be a powerful aid to the grain market of the city, it is believed by the Association of Commerce.

The site of the proposed new warehouse would be that of Elevator "E," at the Foot of Sixth Avenue. A description of the plan is given in a report submitted to the Chicago, Milwaukee & St. Paul Railroad by the Greater Wisconsin Association which is backing the movement for greater grain facilities.

The report says in part: "Adjoining Elevator 'E' there are 21 concrete tanks, formerly used in conjunction with the elevator which were not destroyed by the fire. The grain is now put into these tanks by means of a blower system and it is also shipped out in the same manner.

"What is needed in order to successfully operate these tanks is a 300,000-bushel capacity working house along side these tanks. If this work house of 300,000 bushels were erected, it would be made large enough to take care of the present 21 tanks and a duplicate of these tanks in size when they should be erected a little later.

"With this duplicate, which will undoubtedly be necessary in the not distant future, this would mean a total capacity of 1,900,000 bushels. The cost of this work house, including piling would be approximately \$1 a bushel, or \$300,000 altogether. The old foundations of Elevator 'E' could be used for the erection of the additional tanks which would be needed before long. The erection of the work house would require about six months."

The Chicago, Milwaukee & St. Paul is evidently cognizant of the seriousness of this situation. R. M. Calkins, the chief traffic officer of the road, reported to W. N. Fitzgerald of the Greater Wisconsin Association that the company fully appreciates the situation in regard to handling of grain in Milwaukee. He explained that every effort is being made to correct this and he states that the company is now negotiating with some parties who are likely to take over the elevator property and develop it as it should be developed.

A. R. Templeton, who has been Milwaukee manager for the Grain Marketing Company, has made announcement that the affairs of the concern have been taken up again by the Armour Grain Company.

The latest crop reports for Wisconsin indicate that the harvest is progressing at a good rate in the southern and western counties of the state and the threshing yields are fair to good in most of the small grains. For the most part the grain is now in shock. The tremendous heavy and continued rains in recent days may have damaged the grain in shock, it is feared. The late oats were reported as filling very

well due to the cool weather which did not rush the maturing of the grain as had been expected.

Corn is reported to be making excellent progress in Wisconsin, despite the cool nights which have prevailed for several weeks. The early corn is earing well and the late corn has begun to tassel in many fields.

The Froedtert Grain & Malting Company is branching out. A branch office has been opened at Minneapolis with Curt Kanowsky as the manager. Mr. Canowsky has been with the company in the Milwaukee office. The Minneapolis office will also take care of the business done by the company at Red Wing and Winona.

Samples of the new grain received in Milwaukee indicate that the grain this year is going to be of exceptionally high quality. Chief Inspector at the Milwaukee market A. A. Breed, says that the new wheat is very plump and of good weight and weighing frequently better than 60 pounds to the bushel. Mr. Breed says that the barley coming in is also testing considerably better than last year with many cars going at 46 pounds to the bushel or a little better. There is little damage revealed as yet from discoloring, unless recent rains damage the prospects in this respect.

Wagner & Wagner, who have an elevator at Storm Lake, have decided to open a branch house at Holstein, Iowa.

E. Lindow & Son, feed dealers at Medford, Wis., have started to build a new warehouse which will be 40 by 70 feet. It will be located near the old Perkins flour mill site.

TOLEDO

S. M. BENDER CORRESPONDENT

OHIO dealers and millers report the new wheat of excellent quality running from 59 to 61 pounds to the bushel and mostly grading number one and two Red. Yields are surprising farmers with from 15 to 55 bushels to the acre. Oats and corn are in good condition at present with prospects for a normal crop of both.

Kent Keilholtz of Southworth & Co., and Charles Kieser of the Kieser Milling Company, after a trip covering 700 miles through parts of Ohio, Indiana and Michigan during the past month reported dealers optimistic and crops looking fine. A prosperous year for dealers and farmers is predicted.

Bill Cummings of J. F. Zahm & Co., at the piano, and Ben Hofner local representative of Lamson Bros. on the banjo made a great hit here during the Ohio Grain Dealers convention last month.

Ernest Kuehn of the Crumbaugh-Kuehn Company returned from a trip to Florida last month and Fred Jaeger of J. F. Zahm & Co., remarked that he had the regular line about the big fortunes made in real estate.

Lester Howard, of the C. A. King & Co., stood seventh in the Toledo district golf championship flight last month. On account of the pressure of business he was forced to drop out or the grain men in Toledo might have had a golf champion in their midst. Better luck next time, Lester.

Among the visitors on the local exchange floor last month were John Rupp, Elmira, Ohio; N. P. Nelson of the Langenberg Bros. Grain Company, St. Louis, Mo.; Eli Dickey of the Jewell Grain Company, Defiance, Ohio and Edgar Thierwechter, miller of Oak Harbor, Ohio.

The grain department of the Stockbridge Elevator Company, Jackson, Mich., has been taken over by the Jackson Grain Company, with Oliver S. White, who has been at the head of the Jonesville Milling Company for the past 25 years, as president and George H. Whipple who has been connected with the Stockbridge Elevator for the past 19 years as secretary and treasurer. Both of these men are well known throughout the grain trade.

Cyrus Coup of the Northwestern Elevator & Mill Company was calling on their eastern representatives during the past month.

Ohio farmers have before them prospects for an especially prosperous and productive year according to Statistician West of the State-Federal Crop Reporting Bureau. A corn crop well up towards the largest on record is promised from present indications. The oats crop will probably be only about 3 per cent less than last year. Wheat and hay will each be around 60 per cent of last year and are the two

major crops showing a marked decrease from last year although wheat prospects have turned out better than predicted earlier. An increase of 6 per cent in the Ohio corn acreage is reported and a crop of 161,000,000 bushels is indicated from present conditions.

Sam Rice of Metamora, Ohio, president of the Ohio Grain Dealers, became the proud father of a baby boy during the past month and he has been named Sammy Junior. Daddy was on the exchange floor and passed out the cigars and candy to celebrate the occasion.

The Jewell Grain Company at Jewell, Ohio, was completely burned out for the second time within a few years the past month. The loss was partially covered by insurance and the elevator will be rebuilt.

Henry Hirsch of the Henry Hirsch Seed Company, and wife are now touring through the western states and will later visit Hawaii and the Orient. They expect to be gone about four months.

William H. Bergin, who has been engaged in the flour brokerage business in this market for a number of years, died at his home here July 8. He is survived by his widow, two sons, one daughter, a brother and sister.

F. W. Bacon, miller of Tiffin, Ohio, reports taking in some 61-pound wheat recently from the Schaul farm near Tiffin that yielded 56 bushels to the acre.

The Larowe Milling Company, with plants at Detroit and Toledo, reflected a prosperous year when they recently declared an extra dividend in addition to the regular one. They are nationally known manufacturers of dairy, stock and poultry feeds.

Jesse D. Hurlbut, president of the Toledo Exchange and treasurer of the Toledo Grain & Milling Company, says he spends so much time during the summer looking for a favorable time to take a vacation that he never gets a chance to take one.

Grain inspections for this market last month were 501 cars of wheat, 96 cars of corn, 100 cars of oats 2 cars of rye, and 1 car of barley. By lake steamer *Maytham*, 132,000 bushels of No. 1 Northern Spring wheat. By steamer *Griffin* 97,510 bushels of No. 1 Northern Spring wheat. By steamer *Jenkins* 500,000 bushels of oats.

NEW YORK

C. K. TRAFTON - CORRESPONDENT

WHEN Watson S. Moore and his sons, Watson W., and Warren S., who are associated with him in the grain trade on the N. Y. Produce Exchange went back to Duluth as usual in the summer, their many friends on 'Change and elsewhere expressed much regret. Subsequently they manifested far more sorrow to hear that the W. S. Moore Grain Company of Duluth, N. Y., and Chicago had made an assignment. Watson S. Moore, president of the concern and secretary of the U. S. Grain Corporation during the war, became an active and influential member of the N. Y. grain trade soon after the war terminated and was soon elected a member of the Board of Managers of the Produce Exchange for two years. He speedily became exceedingly popular, being greatly esteemed owing to his high ideals and kindly nature. Besides, he is highly respected owing to his great interest in practical religious matters. He has long devoted much time and money to aid and build up churches that were in a weak or helpless condition largely on account of insufficient money. Afterwards it was averred that many warm friends of Mr. Moore had been able to accomplish much in his behalf and it was felt that he should soon be in a position to resume business.

T. Harry Story, of W. H. Story & Co., grain merchants, was welcomed back on 'Change, looking much improved by his two weeks' visit in Maine.

Charles M. Kennedy of Charles Kennedy & Co., grain merchants of Buffalo, has been elected to membership in the N. Y. Produce Exchange.

Henry Leverich one of the chief representatives on 'Change of the well known Chicago grain house of Jas. E. Bennett & Co., was back at his post late in July looking much 'nproved by his three weeks' vacation.

G. Jeselsohn, vice-president of Bunge North American Grain Company, was welcomed back on 'Change after two months' trip in Europe. On the continent, especially, Mr. Jeselsohn found the prospects bright for the crops, particularly for rye in Germany. In addition, stocks were low, hence, importations were

necessary, but business of moment was prevented by the scarcity of money, hence they greatly needed further credits. Recently, weather was far less favorable, owing to untimely rains.

A. L. Edgerton of the American Elevator & Warehouse Company, Inc., grain storage, has been elected to membership in the N. Y. Produce Exchange.

According to a cable message, Spain is to insure her crops against damage by hail storms. Whereupon Horace Witicuss astutely said: "In this country we had better insure 'em against brain storms."

A. H. Porter who for several years has been in the sales department of the Harry E. White Company, flour receivers, has resigned and gone to Oshkosh, Wis., where he will embark in the baking business.

Through the courtesy of E. S. Galloway of the N. Y. Produce Exchange and local manager of Spillers Grain Company, Ltd., I have received an exceedingly compact and excellently printed volume handsomely illustrated, which shows in a concise way the leading docks, elevators and mills situated in the principal ports in South Wales. The volume contains much valuable information embracing the discharging of grain cargoes etc. and also anent the imports of flour and grain in 1923-1924 in the ports of Cardiff, Swansea, Barry, Newport, Plymouth, and Brentford.

Following the dissolution of re-adjustment of the Grain Marketing Company and the resultant withdrawal of the Armour Grain Company and the Rosenbaum Grain Corporation, the recent employees of these organizations have, in the main, returned to their old berths. Consequently, the Chesapeake Export Company, correspondent of the Rosenbaum Grain Corporation, is back in the field once more under the management of Ernest Reiner with the private wire connections reestablished. E. Merrill returns to his former post as assistant to Mr. Reiner on 'Change. Naturally also the Armour Grain Company resumed on former lines with Charles W. Chilcotte in charge of the grain futures department while Jacob Ostrowsky was in charge of the cash grain department.

Archibald R. Dennis, of Dennis & Co., Inc., Baltimore, was on 'Change late in July visiting old associates. It was said that he came on to conclude important sales of old No. 2 Hard for export at 10 cents over Chicago-September. It was said that this was part of the old Cullen holdings.

F. K. Chandler, who was assistant handler of cash wheat in the local market for the Grain Marketing Company, has gone out of the grain business and left for Milwaukee early in August where he will open a branch office for Dillon-Read & Co.

Among the deaths announced on the N. Y. Produce Exchange recently was Thomas A. Hughes, age 63 years. Mr. Hughes was widely known as the "Daddy of Orphans" because of the annual excursions to Palisades Park on the Hudson during which he entertained hundreds of children from orphanages all over the state of New Jersey. Mr. Hughes was said to be one of the wealthiest men in Jersey City.

The numerous friends of Frank D. McManus in the eastern seed trade were congratulating him recently on his appointment as manager of the N. Y. office of the Albert Dickinson Company, which firm has its headquarters in Chicago. For about nine years Mr. McManus was one of the most energetic and popular members of the local trade as representative of the I. L. Radwaner Seed Company.

J. F. Cleary, who for years was chief assistant to Ernest Cleverley, manager of the N. Y. branch of Jackson Bros. & Co., has gone to take a similar position on the Chicago Board for the same concern.

Harry R. Proctor, for several years an active and popular grain broker on the N. Y. Produce Exchange, who has been absent for several months, was welcomed back on 'Change late in July as he has resumed the grain brokerage business.

According to an official announcement on the bulletin board of the N. Y. Produce Exchange, the grain commission house of L. W. Leisner & Co., has been incorporated with a capital of \$100,000. There has been no change reported in the personnel. As heretofore, the entire management still will be in the hands of L. W. Leisner, whose principal assistant on 'change will be R. R. McRoberts.

Frank A. Scudder of Connor & Scudder, grain and feed merchants, has been elected to membership in the N. Y. Produce Exchange.

According to an announcement posted on the bulletin boards of the N. Y. Produce Exchange, Ernest Brewer & Co., Inc., distributors of flour and cereal products, is liquidating its flour business.

R. L. Valentine of B. F. Schwartz & Co., grain commission merchants, has been elected to membership in the N. Y. Produce Exchange.

ST. LOUIS

J. O. MORRISSEY - CORRESPONDENT

WITHIN the last month the Red wheat market in St. Louis has been very active. There has been a spirited demand from both mills and elevators for Soft wheat; mill sales of Soft wheat flour have been very heavy locally and this has taken a good deal of the Soft wheat purchased by mills but at the same time it is generally believed that the millers have felt that Soft wheat at present prices is good property and some fair stocks have been put away as reserve supplies. Not only has the demand been active from local people but there has been a large outside buying interest in the market which has eliminated draggy days. There have been times when it appeared as though the demand was going to sag but resting orders placed by outside interests have come to the front on slight recessions and held the market. Much wheat has been bought here by local brokers representing mills east, west and south of St. Louis. St. Louis has been the cheapest Soft wheat market in the country and all mills that could work wheat out of here were quick to take advantage of the situation. The receipts of wheat have dropped off the last two weeks but prior to that time a very heavy run was experienced. The lowest premium of the crop for Red wheat was five cents over the Chicago July, and from that point it worked up to 14 cents over the Chicago September option, and today is bringing about 10 cents to 12 cents over the September. Hard wheat has been in very good demand and most of the receipts were cleaned up readily. There has been some Hard wheat worked out of here for export and up to the present three barges have gone down the river carrying wheat for export. For a time St. Louis was the cheapest ordinary Hard wheat market in the country and for sometime it was very close if not on a workable export basis.

The receipts of corn have been light but the quality has been very good, most of the receipts consisting of fresh shelled corn. The demand has been good from industries but the shipping demand has not been very active. There have been rumors of some export corn being worked but this has not been verified but the fact remains that this market has been very close to a basis where corn can be worked for export.

For the past 10 days or two weeks the receipts of oats in St. Louis have been very liberal and at the same time there has existed a splendid demand from local elevator interests. No. 3 White oats have been bringing about one-half cent under the Chicago September option and No. 2 White at about the September price. This local demand from elevator operators up until a few days ago resulted in the bulk of the receipts of oats going locally, as the shipping interests are not inclined to pay the present figures. The receipts of Red oats have also been rather liberal with all varieties arriving. This resulted in a wide range of prices. Choice Burt oats have been selling at prices which figure about three to four cents over No. 3 White; mongrel type selling on a parity with No. 3 White to a cent over. Offerings of rust proof oats has been very light with the few cars offered selling at premiums which figure from six to seven cents over the No. 3 White.

The trade on millfeed in St. Louis has been rather spasmodic for the better part of the last 30 days, the trade feeling that the present prices were not justified. The demand has not been for deferred shipment feeds but mostly for prompt or current month delivery. Within the last week there has developed a little better demand and prices on both bran and midds have worked higher. The offerings by mills have been light and there has really been no great pressure to sell as the mills apparently are not running heavily and at the same time are enjoying a good mixed car business which takes the bulk of their feed. What offerings the mills do make are for prompt shipment and they have steadily refused to consider quoting for distant delivery.

The Uhlmann Grain Company of Chicago has opened a wire office in St. Louis under the supervision of Denny O'Connell.

Foster W. Mann, for many years with southwestern mills and considered very high in his trade, has been placed in charge of the plant of the Marshall Hall Milling Company, St. Louis.

J. B. M. Wilcox, general sales manager of the Ismert-Hincke Milling Company, Kansas City, stopped in St. Louis for a few days enroute to the east by motor.

The following applicants have been admitted to membership in the St. Louis Merchants Exchange: Robert N. Walker, export sales manager of the Valier

Spies Milling Company; Paul M. Marshall, sales manager of the Valier Spies Milling Company; and Lloyd Munkers of the St. Louis branch of the Hall Baker Grain Company, Kansas City, Mo.

Victor Albrecht of the Eberle Albrecht Flour Company has returned from a short vacation spent at Fond Du Lac, Wis.

Woodson K. Woods, president of St. Louis Merchants Exchange, has returned from a fishing trip with a party of friends at Mattigami Lake, Canada, which is about 300 miles north of Toronto. The party caught more than 1,300 pounds of trout, Mr. Woods catching the prize which was a trout weighing 26 pounds.

Walter Kring, assistant secretary of the Merchants Exchange, is spending a month fishing in New Mexico.

Eugene Zirnheld of the Zirnheld Flour Company and Charles Valier of the Valier Spies Milling Company have returned from the Northwest.

W. H. Yohe, sales manager of the J. C. Lysle Milling Company, Leavenworth, Kan., called on the St. Louis trade last week.

E. T. Stanard, vice-president and general manager of the Stanard Tilton Milling Company, will leave this week for Battle Lake, Wis., where he will spend a few weeks vacation.

Henry Hoermann, chief flour inspector of the St. Louis Merchants Exchange, reports 4,800 barrels of flour inspected during the month of July. The flour stocks in St. Louis show 52,400 barrels on August 1 against 41,020 a month ago and 63,700 last year.

Marvin P. Evans, Louisville representative of the Marshall Hall Milling Company, spent a day with the mill office in St. Louis.

Edward P. Costello, assistant traffic commissioner of the Merchants Exchange, has returned from a two weeks vacation.

G. G. Jones, president of the Knollenberg Milling Company, millers and grain dealers of Quincy, Ill., visited the St. Louis trade and departed for a trip south.

W. T. Brookings, president of the Marshall Hall Grain Company, has returned from a trip to New Orleans.

Railroad rate increases proposed for southern Missouri by lines operating in that section were denied an order issued in July by the Missouri Public Service Commission and the roads were ordered to cancel the tariffs carrying the proposed increases. This is in keeping with an order just issued by the Interstate Commerce Commission before which the case was pending.

Phillip Rothrock, Federal grain supervisor for the St. Louis district, visited New Orleans and gulf ports.

The Rialto Elevator Company of St. Louis has purchased the elevator of the Nye & Jenks Grain Company on the west bank of the Calumet River in Chicago. Nye & Jenks have occupied the elevator for some time and will continue to occupy it under a five-year lease with the Rialto Elevator.

GRAIN NEWS FROM BOSTON

By L. C. BREED

Elmer E. Dawson, vice-president of the Boston Grain & Flour Exchange, returned last month from his trip to Europe.

Ellison Cogil & Grain Company, Haverhill, Mass., has been incorporated, with a capital stock of \$50,000. The incorporators are John C. Ellison, Haverhill; Fred W. Fisher, Winthrop, and Richard K. McWilliams, Watertown.

The Massachusetts Retail Grain Dealers Association held its summer session at Amherst, Mass., during the home and farm week held under auspices of the Massachusetts Agricultural College.

Frank W. Cressy, founder of the Cressy Grain Company, Concord, N. H., died recently at his home in Sunspec, N. H. He was 85 years of age.

The office of the Federal Grain Department, Fred Wallace, supervisor, recently was removed from the Custom House to the Appraisers' Stores on Atlantic Avenue.

The use of the telephone tends to render the presence of out-of-town members of exchanges on the floor during trading hours less general than formerly was the case. In one respect at least this is to be regretted, in that it curtails the social features of the grain business. This change is doubtless much

more fully realized by the older members who miss having personal contact with old customers who had become their intimate friends.

Firms which specialize on poultry supplies report they are having good inquiry for off grade wheat. In fact, these concerns have what might be termed an all-the-year around business with about all the time something doing.

Pastures in Maine and New Hampshire are above the average and excellent in Vermont. Southern New England shows some improvement during the past month. Barley and rye conditions are quite good.

One of the Boston newspapers appears to be making an attempt to revive the consumption of hulled corn. This cereal dish was once popular in New England where good milk is plentiful. Said hulled corn might be either Yellow or White, as preferred.

Midsummer dullness and the vacation season are in evidence on 'Change. In grain, corn is ruling quiet and easy in price; oats hold steady and firm. In mill feed, offerings are light, as the mills are not running full, the demand is very moderate. Stocks at Buffalo of Canadian are about cleaned out.

Choice hay is in light supply and in fairly good demand with receivers holding it firmly. There is little inquiry for medium and lower grades, which show some accumulation at the terminals, with some pressure to sell. Straw is quiet but steady in price. Receipts of hay during the month of July, 242 cars; straw, 8 cars.

Receipts of grain at Boston during the month of July were as follows: Wheat, 8,575 bushels; corn, 2,350 bushels; oats, 207,950 bushels; rye, 1,100 bushels; barley, 203,250 bushels; malt, 5,150 bushels; millfeed, 115 tons; oatmeal, 2,554 cases.

Among the visitors to the Exchange during the month of July outside of New England, were the following: J. L. Granigan, Ottawa, Ont.; H. P. Bell, Denver, Colo.; A. M. Cooke, Syracuse, N. Y.; C. Petersen, Chicago, Ill.; L. E. Marshall, Lansing, Mich.; Earl Johnson, Minneapolis, Minn.; Thos. H. Hyslop, Oriel, Mich.; Geo. H. Knowles, Palm Beach, Fla.; Orin S. Dowse, Chicago, Ill., and W. R. Colman, Oswego, N. Y.

THE GRAIN WORLD

The period during which corn may be imported into Mexico duty-free has been extended indefinitely, according to a cablegram received by the Department of Commerce in July, from Commercial Attache A. V. Dyer, Mexico City. The import duty of .02 peso per gross kilo on corn was suspended for two months by a Mexican decree effective last April. (One peso equals about 50 cents, and one kilo equals 2.2 pounds.)

The condition of grain crops in Russia is above average and better than the same time last year, according to the International Institute of Agriculture at Rome. A considerable increase is reported in the rye crop of Lithuania and a slight increase in wheat production.

The values of exports of grain and grain products during the fiscal year ended July 1, 1925, reached nearly \$535,000,000, a gain of over \$289,000,000 from the preceding fiscal year.

The principal items among grain and grain products showing an increase in value of exports in the last fiscal year were as follows: Wheat, \$218,900,000; rye, \$48,500,000; barley, \$17,050,000; flour, \$9,600,000; oats, \$5,600,000; and malt, \$3,300,000. The loss in the value of corn exports was \$8,900,000; of rice, \$4,170,000; rye flour, \$1,170,000; corn flour, \$250,000; oatmeal, \$325,000; and hominy and grits, \$194,000.

Wheat production forecasts from 17 countries received by the Department of Agriculture up to July 28 gave a total of 2,109,000,000 bushels against 2,065,000,000 bushels from the same countries last year.

Dry, hot winds are reported to have caused considerable deterioration of the crop in Canada, particularly in Alberta. A forecast by the Minister of Agriculture of Alberta on July 15 placed production in the province at 80,000,000 bushels, while the July 1 condition report of the Dominion Bureau of Statistics indicated an outturn of 92,000,000 bushels. Conditions in Saskatchewan are more favorable than in Alberta, although some damage is reported. Manitoba has suffered less than the other Prairie Provinces.

The Canadian visible supply of wheat on July 11 was still 34,000,000 bushels as compared with 40,000,000 bushels on July 12, 1924, indicating the possibility of continuing exports in fair volume during July and August.

A History of King Corn

Relating the Origin and Development of the Foremost in American Nobility and Industry

By ED. S. MILLER*

WHILE corn was a very necessary food product to the Red Men and to the early-day colonists, its development in the past few decades has been of vastly more importance. In fact, corn easily surpasses in commercial value today any single commodity produced on the American continent. Rich as are the gold fields of Alaska, the corn grown within the boundaries of our own good state of Nebraska, exceeds in annual value all of the gold produced in the United States and Alaska. And Iowa and Illinois each produce more corn than does Nebraska.

There is probably nothing of so much economic importance in connection with this magnificent wealth producer as the fact that 97 per cent of our corn is consumed at home. Argentina, our nearest competitor, and rival as a corn-growing country, exports about 90 per cent of its crop, using at home only 10 per cent of the corn it produces. The relative economic consequences are obvious and of immeasurable importance. The small amount of corn which we export renders us quite independent of foreign markets. But 30 years ago our domestic market did not have its present consuming power; and the Liverpool market virtually controlled the price of our corn; now Chicago, not Liverpool, fixes the price of corn. Then the corn farmer, in the western part of the corn belt, where transportation and marketing facilities were limited, counted himself fortunate if he could sell his corn for 25 cents per bushel. During the past decade the average farm price has been about 75 cents per bushel.

It has long been a matter not generally understood why our Indian corn is so little known and appreciated in Europe as an article of human food. The merits of our flour, our beef, our pork and many other food commodities are everywhere recognized abroad, but nowhere does corn enter strongly as a food for mankind. But this condition is being gradually improved, especially in recent years as the manufacture of many different kinds of corn products has increased.

During the famine of 1848-9 several shiploads of our corn were sent to Ireland. Natives not being familiar with its use first refused to eat it, but the pressure of hunger soon drove them to eat it and as a result the people of Ireland today consume more corn per capita than any other European country.

In considering the manifold domestic uses of corn it is at once apparent that the major portion of this great crop goes into human consumption via the live stock route. When we grow a crop of three billion bushels, as we frequently do, about two and one-half billions are fed to animals directly on the farms where the corn is grown. The remainder is used for human food, in commerce and in the arts.

There are four varieties or races of corn: Dent, Flint, Sweet, and Pop Corn. The difference between the first two is not so distinct as it is between the last two.

Flint corn differs from the Dent in its hard, flinty, horn-like appearance and it lacks in its body the soft, starch-like flour found in the Dent variety. But chemically there is very little difference between these two varieties. Sweet corn has a soft, tough body built more delicately and carries a sweet flavor, hence its name.

In commerce we find two great corn families, the White and the Yellow, both competing for popular favor. Both have their champions. The southerner, who is the largest corn consumer, insists upon using White corn, while the northerner, who eats less corn, prefers the Yellow. There is no material difference in the quality or nutrition because of color. The difference is a matter of

taste only. This has been repeatedly proven by scientific tests.

There are two distinctly different methods followed in the conversion of corn into human food and these are technically known as the "wet" and the "dry" process of milling. The wet process is that followed by the starch and glucose makers; the dry process by millers, both in the north and in the south, whose business it is to manufacture cornmeal, corn flour, corn grits, hominy, etc.

In making starch, or by following the "wet process" of milling, the first thing done is to steep the corn in warm water for a period of about 48 hours. This causes the kernel to soften and swell and the component parts are loosened, one from the other. The water is then drained off and carries with it solubles from the corn while the residue is coarse ground in such a way that the germ of the corn kernel is not broken.

To the resultant mass, cold water is then applied freely and by reason of specific gravity it separates the component parts of starch, gluten,

because it imparts no flavor to the food and can be used over and over again. For this purpose it is growing rapidly in popularity.

Formerly corn oil was alleged to have been purchased by foreign olive oil manufacturers, taken across the Atlantic, mixed about three-fourths corn oil and one-fourth olive oil, put up in beautifully labeled bottles and then resold to the fastidious Yankee at an enormous profit.

We have noted some but not all of the uses of the three distinct parts of the corn kernel, the heart, the gluten and the hull. There remains the fourth and the largest part—the starch. Its bulk and its value greatly exceed the other three combined. After the separation of starch has been completed by the process previously described the starch is dried. This dry starch is refined, producing the edible starch used in making puddings, cakes and food sauces. It is also in this form that we find the various laundry starches, the lump, pearl, and powdered, the uses of which are constantly being extended.

The dry starch is now further processed by slowly roasting in the presence of acidulated water, changing the starch into dextrine and forming a heavy syrup-like product called glucose, from which, after filtration and refining, the sugars of corn are made.

The dextrines, of which there are several vari-



PLANT BELONGING TO MILLER CEREAL MILLS AT OMAHA, NEB.

hulls and germ. After this separation has been completed the hull or skin of the corn kernel is dried along with the gluten and evaporated solubles. These are then ground together, producing what is known in the trade as gluten meal, a highly nutritious animal feed especially valuable as a rich dairy feed.

The germ or heart is the second component part of the corn kernel. It is about 10 per cent of the total weight of the kernel and carries practically all of the oil of the corn. The corn heart thus separated is submitted to hydraulic pressure and yields about 1½ pounds of oil per bushel of corn. After the oil is thus pressed out, the residue is ground, producing another splendid animal feed known to the trade as corn oil cake-meal, very rich in protein and especially suited for bone and muscle building for growing animals. It is particularly adapted for poultry mash feeds.

For the oil of corn many commercial uses have been found. Crude oil is used for making soap, paints, varnishes, glycerine, asbestos. When vulcanized it is used for making oil cloth, linoleum and many rubber substitutes. When refined it is used for making salads, for baking, for shortening and especially for any cooking where lard or vegetable oils may be used. Refined oil is more economical and superior to lard or butter for frying

cties, are used in making colors for calico printing, printers ink, gums, glues, pastes and mucilage. The gum on the postage stamp and the envelope is mostly corn. Textiles are sized, cloth carpets and twine are finished with dextrines of corn. It is used in tanning leather, in making cosmetics, in silvering glass for mirrors, a filler for paper, manufacturing, lactic acid, vinegar, shoe polish and a multitude of other things.

But of greater commercial importance is the syrup and the sugar of corn. Corn sugar, like many other products of corn, is a newcomer to commerce. It differs from cane or beet sugar in that it lacks the intensity of sweetness possessed by its older rivals. It carries more nutriment and more wholesome food value and because of this virtue it is freely prescribed for invalids and for infants. Corn sugar is superior to cane sugar for bread making, for ice cream, for confections and pastry. Both the syrup and sugar of corn may be mixed with other syrups and sugars, such as the maple, to give it flavor and add to its sweetness.

It is interesting to note that of the 700,000 tons of candy consumed annually in the United States, 210,000 tons are made from corn syrup. Today our annual production of corn syrup is approximately 750,000 tons and 65,000 tons of sugar. That is to say it calls for over 20,000 box cars of 40

*From a paper read by Ed. S. Miller, president of the Miller Cereal Mills, Omaha, Neb., before the Grain Men's Club of Omaha, February, 20, 1925.

tons each to transport the syrup and sugar annually made from corn; besides, we make each year more than 400,000 tons of starch and 45,000 tons of corn oil calling for about 10,000 more cars for transportation.

It should be remembered that most of these useful commodities are recent entries into the commercial world. In their manufacture about 100 million bushels of corn are now consumed annually.

The other method of milling corn, commonly called the "dry process," produces our popular table foods, such as cornmeal, corn flour, grits, hominy, and for this purpose approximately 250 millions of bushels are annually consumed.

This process of milling corn was originated by the American Indian or possibly by the Indian squaw who has always been the real worker in the social scheme of the Indian. Grinding corn in early times was accomplished in a most primitive way. It was pounded or rubbed in a hollow log or between two stones manipulated by hand. Later these stones were turned by water power, from which originated the well-known term of "water ground corn meal."

The second step in producing an edible and palatable product from corn by this method was the removal of the bran or skin of the kernel. Modern machinery made an additional improvement by removing the germ of the corn kernel, which has been accomplished by the invention of a special machine. This machine is quite as important, in modern corn milling as the cotton gin is in the preparation of cotton. It is called the degerminator and its function is to separate the germ or the heart of the corn kernel, much as is done in the "wet process." This insures the keeping qualities of cornmeal, so sadly lacking by the old methods of milling.

The water ground meal of by-gone days was a semi-perishable commodity. Many there are yet who can remember how imperative it was to put this old-fashioned meal into consumption immediately after grinding because of the danger of its becoming rancid or moldy.

The methods of milling corn now in vogue differ from the methods of the old water wheel mill as the present automobile differs from the stage coach of olden times. The modern dry process of milling corn is not unlike the process of milling wheat which is accomplished by a series of rolls used in making a gradual process of reduction. Corn, like wheat, is first tempered by the application of steam and water for the purpose of removing the bran or hull of the corn kernel, just as the bran or the hull of the wheat berry is removed. The germ of the corn kernel is then removed by the degerminator, and the oil is extracted from it by hydraulic pressure in the same manner as previously outlined in the wet process.

The consumption of the commodities manufactured by the dry process is far larger in the South than in the North. The southerner consumes about 80 per cent of his bread stuff in the form of corn. The northerner less than 10 per cent. Here will be observed a difference almost amazing in its proportions. Tracing for the reason, we can find no other explanation than one of taste and necessity. The southerner, always very fond of his corn bread and corn grits, found corn growing in his own country, near to his hand while wheat was never grown successfully in the South. The northerner was a wheat grower always and it was only the natural thing for him to be a consumer as well. But his tastes soon led him towards the whitest bread, the whiter it could be made the more pleasing to his eye, and the more satisfying to his general taste.

In Europe, wheat is the breadstuff of the aristocrat, rye of the plebeian; in America, corn is the chief breadstuff of the South, while wheat is more popular in the North. The South is using each year a little more wheat and the people of the North might very sensibly use more of the bone and brawn and muscle builder which corn food supplies.

In comparison with people of other nationalities, the American is not a large bread eater. He consumes annually slightly more than five bushels

of wheat and two bushels of corn per capita; the German consumes 10 bushels, of which three bushels are rye; the Belgian 11 bushels, of which three are rye; the Russian eight bushels, of which five are rye.

Leading all nations in production, we can say to our credit that we likewise lead all nations in the consumption of corn as a human food. And yet Americans, particularly those north of the Mason-Dixon line, stand sorely in need of greater education in the use of corn as a breadstuff; for as the cost of meat ascends there should be an increase in the use of corn and other cereals.

From an agricultural and an economical standpoint, corn is of the utmost importance, if for no other reason than that it is peculiarly indigenous to the American continent. It is grown successfully in every state in the union, barring only a few of the mountain states. In Europe, American wheat is meeting with competition from Hungary, from Argentina, from Australia, from Russia, but no country can compete with us successfully on corn either in general quality or volume produced. We have only one near competitor—Argentina.

The world's annual production of corn is somewhat less than four billions of bushels, of which the United States produces three-fourths. Nebraska alone grows more corn each year than Argentina. The soil and the climate of the trans-Missouri country is admirably adapted to the growth of a superior grade of this grain. Illinois and Iowa, our premier corn producers, easily lead in volume of production, but there is something peculiar and distinctive about the modern plant discovery, despite the fact that it was used by the Mayez Indians in Mexico 300 years ago.

Columbus was instrumental in the spread of knowledge concerning corn. He found extensive fields of corn growing on the Western Continent and displayed commendable zeal and good sense in promptly introducing this nutritious cereal to the people of Spain. In 1498 this enterprising old Don writes about making a journey into the interior of Florida, and at one place passing through 18 miles of corn fields. That he saw growing corn at that time and place there is no question. In 1539 De Soto found many villages in the same locality surrounded by numerous corn fields; in one of the villages 500 measures of ground corn were discovered. In 1680 La Salle found in the district that is now Illinois, large quantities of maize, or corn, stored underground by the Indians, for seed and for food. In the Colonial days of New England, next to prayer and powder, our Pilgrim fathers considered corn their very best friend. The Red Men, or rather, the squaws, were adepts in corn cultivation.

While our early Indian history does not disclose any exciting corn-growing contests, there is abundant proof that a very excellent grade of this cereal

was produced in the early days and that the Indians succeeded in evolving a variety of corn that ripened as far north as Canada. Modern cultivation has done no more.

The growing of corn by the American Indians was one of their most civilizing agencies because it enabled them to live in villages; and in this way discouraged their nomadic life. It is entirely proper to say that corn is the American Indian's greatest gift to modern civilization.

One of the very important economic conditions following the enlarged uses for corn will be to add tremendously to the wealth of the country in which it is grown. Now some of the best corn producing lands in Illinois are selling for \$400 per acre and up; and in Nebraska at one-half this price. It is not a far cry to forecast these values will be doubled and possibly trebled within the present generation as a direct or indirect result of the growing of corn.

WHEAT AS A WAR MUNITION

At the present time the condition of our battleships and battle planes is in the spotlight of public attention and Congressional investigation. The navy and the air squadrons are two of the most spectacular elements of our national defense and so no doubt will always receive their fair share of attention. Some sort of a wheat reserve also for national defense, would seem logical.

John M. Hartley, in an article printed in *Baker's Weekly*, however, takes the rather exaggerated stand that not enough emphasis is placed on a certain other element of our nation's defense. The question of a wheat reserve is a less spectacular one than that of pursuit planes for instance, yet it is just as important and is essential to safety in time of war. He says: "War is a user and destroyer of food. In contemplation of war, reserves of men, arms, and ammunitions are built up—but for some unknown and unfathomable reason, food is left to care for itself The price and upkeep of a few battleships put into a wheat reserve would stabilize existence and allay that fear that often irritates nations to war."

Apparently, if an enormous wheat reserve were built up, the grain would be lying useless and unproductive. Yet it would be productive of peace of mind and a sense of security that no nation can have which has only two or three months' supply on hand at the most.

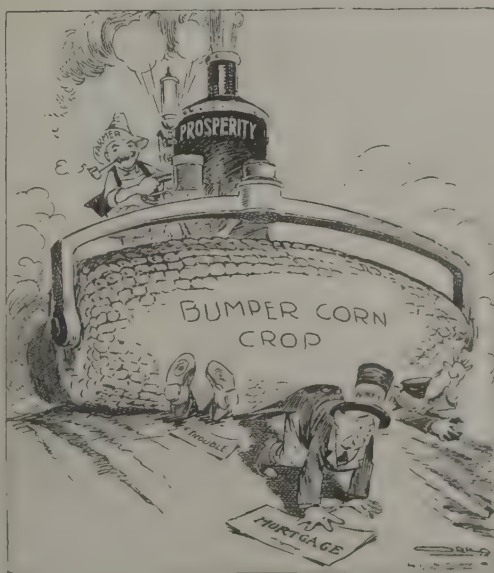
With the increasing sentiment against entering into foreign alliances, war to some seems a remote possibility in the United States, but granting that this nation never enters another war, a substantial grain reserve would be valuable in the event of two or more other wheat nations being involved in a war that would cut their grain production in two, or to less than that. In that case wheat prices would skyrocket and the building of an emergency reserve at such a time would be difficult and costly.

It is generally accepted that food as well as military ordnance can be a determining factor in a military contest. Napoleon made an epigram from the idea of the vital importance of food to any army, and said, "An army travels on its stomach." In a war today, this fact would be important to a million men, compared to 80,000 troops in Napoleon's time.

If a grain reserve is important for the United States, it is doubly so for an island nation, and national granaries have for many years been the source of discussions in England. In a February issue of *The Miller*, published in London, an editorial recalls that a definite plea for a continental wheat reserve was made through its columns in 1875. The Royal Commission on Food Prices is now holding hearings on this and related subjects.

The plan most in favor seems to be the "entrepot" system of storage, whereby several cities bid against each other for the establishment of national grain stores in their respective cities. Such a plan or any workable plan such as Belgium now employs, means yearly expense, and a definite government tax. On this fact probably, is hinged a great part of the opposition to national grain reserves.

IRONING OUT HIS TROUBLES



Casey Orr, in the Chicago Tribune.

Meeting of National Hay Association

THE thirty-second annual convention of the National Hay Association opened in the convention hall of the Hotel Breakers at Cedar Point, Ohio, at 10 o'clock on the morning of July 28 and continued through three days.

President George F. Brown of Charleston, W. Va., called the first session to order and after the singing of *America*, led by Maurice Niezer of Ft. Wayne, Ind., he announced that his good friend and pastor, Rev. C. R. Havighurst of Charleston, would deliver the invocation.

President Brown stated that as their good friend and co-worker E. C. Eikénberry of Camden, Ohio, who was to deliver the address of welcome, was for some unknown reason not present, he would ask Harry G. Morgan of Pittsburgh to substitute for him in filling this office.

Mr. Moran expressed his surprise at being chosen so unexpectedly but met the emergency in a very able manner. He pointed out the natural beauties of Cedar Point, praised the Association and the loyalty of its membership and in closing said: "I welcome you, ladies and gentlemen to this thirty-second annual convention of the National Hay Association, and of these 32 conventions I have not missed very many. I extend to you a pleasant

If we would be chief in our business or community, or in the sphere in which we move, we must, if we are going to rise, become the servant of all. The National Hay Association offers to us the opportunity to serve the greatest number in the greatest way and to the largest extent. May I say to Mr. Morgan in the spirit of that great organization and that great personality which stands for the National Hay Association, that great character, we most sincerely and pleasantly thank him and those for whom he speaks and those for whom he stands, for his cordial welcome and pleasant words of greeting."

F. L. Alexander of Marietta, Ohio, gave the report of the Memorial Committee of which he was chairman. The memorial included the following who had passed on during the year:

Thomas J. Davis, Thad C. Dean, John E. Murray, C. A. Morrison, Herman E. Kasten, D. H. Counselor, Lew Gilliland, G. S. Blakeslee, Willard G. Adams, Nels Parsons, Geo. S. Gibbons, Philippe Gobeille, Jos. L. Biderman, Norrington Bedall, Frank A. Coles, Harry W. Robinson, O. J. Milligan, Albert W. Bundy, R. H. Worke, Arthur D. Eddy, John Mackey.

On motion by Mr. Niezer the members stood in thoughtful remembrance for half a moment in honor of those members named in the report.

PRESIDENT'S REPORT

Vice-President H. A. Bascom of Boston assumed the chair and President Brown read his annual report from which we take the following:

It is certainly a real pleasure to meet and welcome so many members and friends here in convention at this time—a pleasure that I feel will be shared by all present if they will become active and interested in the proceedings and endeavor to contribute, as well as to receive, some thought, idea or effort for the success of our deliberations.

We are here today to give you a full and complete account of our stewardship and acquaint you with the activities, accomplishments and disappointments of the year just closing, all of which will be clearly outlined to you and in considerable detail as you listen to the reports of the chairmen of the different committees and the report of your secretary-treasurer. These forthcoming reports are to my mind all the reason or excuse needed for the brevity of this report. Further, we are here to discuss and also "cuss" if necessary, our many difficulties and our troubles, and if possible, to remedy same.

Business conditions generally during the past year have not been the best, and particularly does this apply to the hay industry. Most of you have been up against the same unpleasant, and I'll venture to say, for a lot of us, the same unprofitable experience. It would only be presumptuous on my part to dwell longer than to make a passing reference on business conditions, and that is, that we all look and hope for a better and more satisfactory year ahead of us than the one from which we are just now emerging.

Recommendations

I respectfully, but seriously suggest that it is absolutely necessary for the continued success of this Association to immediately cut out entirely some, and somewhat cut down or curtail other expenses, and I, therefore, recommend a general reduction of overhead expenses (insofar as consistent with good business). I recommend for various reasons, but particularly, in order to interest a larger percentage of shippers, thereby automatically interesting a larger number of receivers, jobbers and brokers, and thus increasing, not only our membership, but our prestige and influence as well, the reduction of annual dues, including subscription to the *National Hay Press*, to \$10 per year, to be effective as soon as the Board of Directors deems practical.

I recommend the employment of J. C. Suttle, our present very able and proficient chairman of the Transportation Committee, providing his services are available, as traffic manager of the National Hay Association at a fair and reasonable remuneration, amount to be stipulated by the Board of Directors. This may seem to some of you to be inconsistent with my recommendation for general reduction of overhead, but I assure you and with only the one thought of protecting and safeguarding the interest of the entire membership, that the traffic problems confronting the National Hay Association are today of the utmost importance. There are several reasons for this, one being, the long hauls to which hay and straw is subject, and another very serious one, while it is to me unexplainable, nevertheless, it is undisput-

able, that hay has not, never has had, and to my mind never will have the public sentiment behind it as compared to other commodities of such universal use and demand—and in all seriousness, I predict that our traffic department can soon become, if it is not already so, the most valuable of all departments for the entire membership of this Association, and my candid opinion is, that this department needs more real attention and ability at this time than ever before. I recommend that our arbitration rules and requirements be so amended as to put teeth and real teeth in same, and respectfully suggest that a bond of sufficient amount be required of both parties to fully protect the other, in addition to the regular fee, it having developed in many instances that our present rules are not sufficient to properly take care of complicated and stubborn cases.

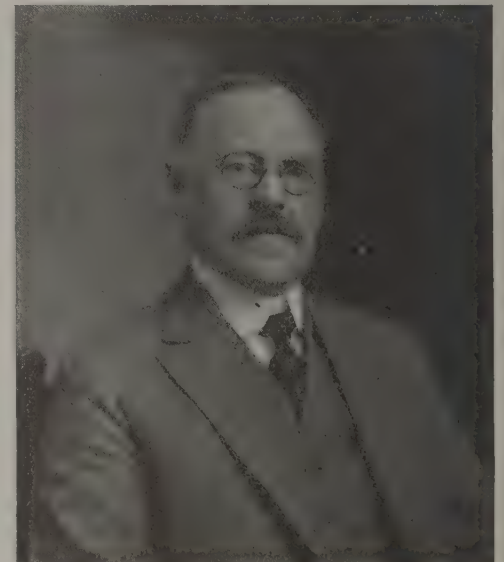
I recommend that Section 2 of Article 7, which relates to the Transportation Committee, be changed to read seven members instead of five members, for the reason as stated before in this report: viz., the importance of this committee, and the ever increasing traffic problems confronting us.

Personal

It is some real task to try to properly express to you my appreciation at this time of the loyal, willing and unselfish service rendered the Association during the past year by the different officers, directors and committeemen who have served with me, especially am I indebted to the different members of the Board of Directors who have always been ready and willing to respond at each and every call, and my earnest and



RETIRING PRESIDENT GEORGE F. BROWN



PRESIDENT-ELECT H. A. BASCOM

time, and I don't think anything will happen here that will not go to make you happy and make you feel that you have combined business with pleasure so that you will think about this convention for many months to come."

The response to the address of welcome was made by Alfred H. Lea of Charleston, W. Va. He said the words of welcome were appreciated and he was sure that all had looked forward to this occasion with a great deal of longing and that all would enjoy the pleasure and opportunities of this most wonderful part of the great state of Ohio. "Greatness," he said, "means the character, intent and purpose. In the effort of the National Hay Association lies its greatness. It is the seeking after service, as you will notice on this banner behind me, which reads, 'Not for self but for all.' This motto indicates the character of the organization and points to that which makes it great; that organization which sets out to selfishly gain for itself or its members cannot and will not achieve greatness."

In concluding Mr. Lea said: "You will remember that which was said many years ago when the question was asked how to become chief of any group of men. They received the answer, 'Let him who would be chief among you be servant to all.' That was a beautiful expression. It was an expression of what is a primary law of human relationship and we have that lesson to carry on.

honest thanks are herewith expressed. You can all rest assured that with such co-operation prevailing, this association cannot fail in rendering valuable and efficient service to the trade in general.

I hereby wish to make a special mention of the valuable service rendered by J. C. Suttle as chairman of the Transportation Committee. His work has been strenuous and has been successful, and much credit is due him for the time and thought expended in behalf of our members, especially does this apply when you remember that this large amount of work, thought and time, has been given this Association during the past year without any remuneration whatever, other than his actual expenses. His report, when read, will give you some idea of the busy year he has had, and will also disclose the fact that several very live and important matters are now under correspondence and in process of an early satisfactory adjustment. I most respectfully request, and it is certainly due Mr. Suttle, that you all be present here tomorrow afternoon to hear his report, and that you give it real attention and real thought.

During the past several years of my "more or less activity" in National Hay Association affairs, I have been rather closely associated with your secretary-treasurer, J. Vining Taylor, and I have had a fair chance and opportunity to study him from all angles and at close range, and especially has this been true during the past year in my official capacity as your chief executive. I have seen him under fire more than once, and I have measured him under all the different conditions, favorable and otherwise, incident to, and which must and do go with the activities and duties of the office of secretary-treasurer of a great national organization such as the National Hay Association, and it gives me much real pleasure at this

time to officially and publicly report to you, that I have always found him true blue, all wool and a yard wide, and I feel that I know whereof I speak when I tell you that Vining Taylor is and always has been on the alert for your interest, and personally it has been a real pleasure for me to work with him. I feel sure you will all join me at this time in wishing him the best of luck, much success and Godspeed in his new venture and his new home in the Golden West, he having voluntarily cast his lot in a private business venture in California. I also wish to join the Board of Directors in expressing our sincere thanks to Fred Sale, our very able and obliging assistant secretary; also Mrs. Alice Rocheless, and Miss Maurine Taylor, office assistants, for their hearty and more than willing co-operation and help in assisting at every time and in every way possible, even beyond what we considered could possibly be expected of them. This co-operation has been a wonderful help to an already busy man, and has certainly been greatly appreciated.

To the different trade journals for their hearty



SECRETARY TAYLOR WITH HIS SILVER CUP

support and willing help at all times, we are greatly indebted, my most earnest suggestion and recommendation is, that this organization give to them all the support possible, both collectively and individually—they deserve it and should have it.

During the past year in which I have much enjoyed the honor of serving this Association as your chief executive, I have in my own rather crude and perhaps peculiar way, attempted to make some comparison of the real worth of the National Hay Association, as an organization, to you and to myself, and to any and all composing or connected with the hay industry, and I have tried to take inventory as it were of its accomplishments thus far, the results to me, men, has been amazingly gratifying, its principles are sound, its purposes are laudable and elevating, and I can clearly see its usefulness just beginning.

The fundamental purposes of this Association are solely and wholly for the promotion, protection and betterment of your business, and of my business. The low cost required or necessary to affiliate and retain membership to my mind makes it obligatory for all honorable individuals and concerns in any way identified with the industry to affiliate. I, therefore, confidently predict the National Hay Association will continue to grow in numbers, prestige, and power, beyond even our most fondest hopes.

In conclusion allow me please to emphasize this one big thought. Let it sing in men, and take it home with you, and develop it, and that is this: *To succeed in anything we must work.* In association affairs, loyalty is the key note of success. Too many of us want to let the other fellow do the work. If we would all resolve to co-operate, and work, which I hope and believe we will do at this convention, and get busy and display our loyalty with some real work and effort, and endeavor to assist our officers, and to assist each other, the future success of the National Hay Association is most emphatically assured, and when we meet again in convention one year hence, we will surely reap the results of our combined efforts along this line.

Co-operation and friendship plus work, plus loyalty equals more than success, and will most surely and certainly prove to all the soundness of the exalting and very appropriate motto of the National Hay Association—"Not for self but for all."

Mr. Eikenberry having arrived, President Brown took occasion to ask for an explanation and an address.

Mr. Eikenberry said he regretted that there was an unhappy slowness between Cedar Point and Toledo which made his arrival just a little bit late.

He said he had intended to say something about the greatness of Ohio and point out that Cedar Point was only a lobby and entrance to the state and if one had the proper credentials they would be permitted to enter. He spoke briefly on the new ethics of business stating that the old practice of "take who may, and keep who can" was passing away. There is a moral which comes into business affairs and a more sacred attention to the rightness of contracts and to the interest of those who are weak and those who may be absent.

It was suggested that a message of condolence be wired to Mrs. William Jennings Bryan at Dayton, Tenn., over the death of Mr. Bryan. The suggestion met with the approval of the Association and the chair appointed a committee composed of George S. Bridge, F. L. Alexander and P. E. Goodrich to draft and send such a telegram.

Vice-president H. A. Bascom gave the following address on the subject, "Tidings from the East":

A few weeks ago, President Brown peremptorily requested me to address the convention, assigning to me as a subject, "Tidings From the East." He said, "Make that address snappy, and don't you dare to take up more than 10 minutes of our time."

In speaking of the East, I shall confine myself to the six New England states, viz., Maine, New Hampshire, Vermont, Massachusetts, Rhode Island and Connecticut, for in those six states, rather than in other states that are farther west, yet still so-called eastern states, you, as shippers, and we, as receivers look for our larger volume of business.

From personal observation and from a considerable amount of correspondence, I think I am conservative in saying that New England has harvested a crop of hay that is fully up to, if not exceeding, normal.

The State of Maine produces a large amount of hay which it has to ship out, and it is marketed throughout Massachusetts, but principally in the city of Boston.

The State of New Hampshire produces a considerable amount of hay, but, owing to the hilly character of the lands, produces hardly more than required for local consumption by dairymen, and for consumption in the limited number of cities and towns in the state. We handle some New Hampshire hay, but it is not of large volume.

Vermont produces a considerable amount of hay and ships its surplus, for the most part, to Boston, a considerable amount, also, being shipped to interior New England points.

We now come to the three principal hay consuming states, viz., Massachusetts, Rhode Island and Connecticut. In these three important states in the East, you, as shippers, and we, as receivers or distributors,

for the year 1925, as against 1,064,000 tons for 1924, and a total five-year average of 1,033,000 tons, or a shortage of 71,000 tons from the crop of 1924, and a shortage of 15,000 tons in the total production of the three states from the five-year average.

In conclusion, then, I think we are to have this year a normal demand for hay, and, with the shortage evidenced here, in the three states of Ohio, Michigan and Indiana, prices should rule as high, if not higher than last year. Of course, we all know of the lessened demand for horse hay, due to the inroads made by the auto trucks and automobiles, but it seems to me that you shippers ought to market your hay at a profit, if you exercise proper care in your grading. More than ever, you must deliver the grade of hay ordered, or, if our experience and your experience the past year is any criterion to go by, rejections will occasion extreme losses.

I cannot close without voicing my protest against the promiscuous and vicious custom of some of you shippers out here of quoting the whole New England trade by postal cards at much lower prices than you expect the commission merchant to get for the same grades of hay. If you quote direct to the trade, by all means, confine your quotations to the few to whom you have reason to expect to make sales, and not send them, also, to every little ice dealer, coal dealer, laundryman and grocer. I know of nothing that demoralizes the trade so much as these promiscuous quotations. You cannot expect to sell the dealer if you quote all of his customers the same prices that you quote him.

SECRETARY'S REPORT

Secretary J. Vining Taylor gave his report which we publish, in part, as follows:

In submitting my sixteenth annual report as your secretary-treasurer, it is with some degree of pride and pleasure that I make the statement that I am rounding out my twenty-fifth year as secretary and assistant secretary of this organization. I feel that a quarter of a century with any organization is something to be proud of and I want to take this opportunity of publicly expressing my very sincere appreciation to you folks for the confidence reposed in me and the kindnesses bestowed. To serve as many people as we have had on our membership rolls and keep peace and harmony in the ranks hasn't been an easy task. Naturally, one makes enemies regardless of how fair we try to be. To these people, I can only say that whatever was done was my best judgment in all cases. We have tried to be fair and neutral in this span, of 25 years.

The secretary is supposed to report the workings of his office during the year. There is nothing unusual to report to you today. Without any thought of complaining of our lot, I say to you folks this has been as hard a year as we have ever experienced. Business, of course, all over the country has been depressed and this accounts for it. You will hear



MEMBERS OF COMMITTEE ON RESOLUTIONS

A. B. Caple, W. I. Biles, D. S. Wright, P. E. Goodrich, R. M. White

must this year, as well as all years, look for our volume of business.

I am now going to give you a few authentic figures relating to the crop of hay in New England.

States	TAME HAY CROP			
	1925 Condition* July 1	1924 Forecast July 1	Final 1924 Tons	5 yrs. average, 1920-1924 Tons
Maine	83	1,439,000	1,432,000	1,344,400
New Hampshire..	90	535,000	516,000	513,400
Vermont	97	1,383,000	1,420,000	1,231,400
Massachusetts ...	82	543,000	586,000	569,000
Rhode Island	85	58,000	62,000	55,200
Connecticut	82	392,000	416,000	413,600
Total New England		4,350,000	4,432,000	4,127,200
* In per cent of normal.				

In the three states of greatest consumption, namely, Massachusetts, Rhode Island and Connecticut, there is, then, an estimated total production of 993,000 tons

from other officers of this Association that it has been a hard year, all the more reason why we should work closer together, take more interest in Association affairs during the coming months. It is very discouraging indeed to your officers when they call on the members for help to get a possible response from 2 to 5 per cent. You can't make an organization thrive that way, fellows; every man must roll up his sleeves and demonstrate some inclination to do his part. I don't believe there has been very much money made in the hay business this year. We had a mean crop to handle, of an inferior quality with a lot of rag-tag odds and ends hanging over.

Arbitration

Our arbitration work, as usual, has been heavy; but we have used all possible means to keep these cases down to a minimum and we feel that we have suc-

ceeded in part at least. Personally after years of service with this organization I believe that arbitration and transportation are the back-bones of this Association and I do feel that our arbitration doesn't have enough teeth in it, as you will note by the following: We have submitted to our committees 14 cases; of this number awards were rendered on 12; seven paid the award in full, four suspended for refusing to arbitrate, two appealed their cases. Now we go back over our records and find that this same thing happens every year. Let me refer you to the number of suspensions since 1904 for either refusing to arbitrate or declining to abide by the decision of the committees—132.

It seems rather strange that a man will sign an agreement to arbitrate a controversy or difference, promising to abide by the decision of the committee, and to follow the rules of the organization, and then if the case goes against him, absolutely forget that he has made any agreement whatever. I would like to suggest to this convention something that has been on my mind for a long time in respect to arbitration and in order to make it more effective and satisfactory. Instead of our committee functioning as they are doing today, why would it not be good sense and good business to have these committees sit as a court on certain days of the year at certain points. Let the aggrieved parties, both plaintiff and defendant, file their papers just as it is done today in order that the committee may familiarize themselves with the details and then both plaintiff and defendant appear in person before this committee or court and those men sit down around a table as intelligent business men should do, thresh this controversy out then and there, and settle the award before they leave the room. Perhaps this would cost a few dollars more

convinced of this for a long time and, while I think our Board of Directors has held these meetings as it felt best for the good of the organization, the time has come when we must get away from the old rut and I make this suggestion, most courteously.

Membership

I would much rather, if consistent, skip over this part of my report because what I am going to say is not very flattering as I have indicated in other parts of this report. As you gentlemen well know, everybody has been hard up this year and it has caused many, many good firms to sever their connection with us much to our regrets. Some of the oldest firms in the organization have gone out of the hay business seeking other fields of endeavor.

We feel quite proud to report to you of having secured new members under the present conditions. We report for your enlightenment the fact that we have lost during the past 12 months, by dissolution, failures and changes in business, 88 members; by death, 6; suspended for non-payment of dues, 73; suspended for refusing to arbitrate, 4; resignations, 74; or a total of 245. Subtracting this from our actual membership last July and adding to it the new members (146) received, gives us a net membership today of 1,024.

Transportation

If I should attempt to go into details as to the matters of transportation which have been brought to the attention of this organization the past 12 months I would be doing two things unnecessarily—covering the ground that Mr. Suttie will cover in his report and keep you here for quite a little time longer than I intend to do, but I want to call your attention just in passing to the importance of the Hoch-Smith Resolution which is now being handled under I. C. C. Docket No. 17000. This is a "rate structure investigation" and the part that I want to impress upon your minds is the fact that Congress in passing this resolution used the following language, and I am quoting in part only: "In view of the existing depression in agriculture, the Commission is hereby directed to effect with the least practicable delay such lawful changes in the rate structure of the country as will promote the freedom of movement by common carriers of the products of agriculture affected by that depression."

Your secretary firmly believes that Mr. Suttie's plan to join with other interests, combining our forces as it were, and going into this matter most thoroughly and minutely is the best method of handling this very important matter. He will cover this in detail as I said before, but I felt it was so important that it cannot be brought to your attention too often.

The matter of railroad weights is giving us no little concern. Mr. Suttie also has this well in hand and will make a report in detail as to what we have done. Too much praise cannot be given Mr. Suttie for his untiring efforts in your behalf in all traffic matters. Remember, Mr. Suttie has not received one penny for his time. I appreciate what he has accomplished and publicly express my thanks.

THE NATIONAL HAY PRESS

The *National Hay Press* is still making an effort to serve you. We feel that with each year we are making some improvements. We could do more if you folks would help us by sending in news items or articles concerning your business. My assistant, Mr. Sale, is to be congratulated on the work he has done on this little magazine. The auditor's report will show you what we have done.

Trade Papers

I want to personally thank the trade papers for their courtesy in working with and for the trade in any matters presented to them. The columns of their papers have been open to us at all times and perhaps we haven't taken advantage of them as much as we should but that was not their fault. We appreciate their co-operation.

Personal

I would be very ungrateful indeed not to refer to the man who has been at the wheel this year—George F. Brown. There hasn't been any man in this organization that I can remember who has come as fast to the front and who has put in more hard work, time and money as has your present executive. Gentlemen, he is sold on the National Hay Association; he has demonstrated that ever since he joined and it is with a lot of pride and pleasure that I say to you that notwithstanding the hard year we have had, George Brown has been on the job constantly. He has used his best judgment, gone wherever necessary to look after your interest, and I think has made one of the best presidents we have ever had. He has been kindness and consideration itself to me and at times when I have seemingly been somewhat discouraged, it was George Brown's letters that spurred me on to greater efforts. I can't forget this and especially his friendship and charity towards me. I know that his regime will go down in our history without a blot on his escutcheon.

To all of the committees and members who have worked so kindly with our office, I express my appreciation. As I have said 17 times before from this platform, no executive can make a success of this organization without the help of the members. I wish I were able to express this in more forceful terms. I wish you would take it to heart more

seriously and realize that you get out of this just exactly what you are willing to put into it, nothing more nor less. There are too many men who are willing to "let George do it." This is indeed unfortunate for any organization.

Now, my office force; I cannot complete this report without a word of the inner workings of our plant. The folks who are doing the real, essential, hard things in my office, and who have been so loyal and faithful to you and to me. I realize that words do not repay this in full measure, but I can at least express my appreciation which they so truly deserve.

In closing this somewhat rambling report, I want to apologize for it and give as my reason the mental strain I have been under for some weeks. You perhaps wonder what I am going to say—some of your already know. So far as I can say at this moment, this is my last year as your secretary. No man can serve an organization like this, as I said in the beginning of this report, for a quarter of a century and pick up and leave it without some heartaches and regrets. I am not capable of expressing to you folks today what I would like to say. In the first place, I am too full for utterance; in the next place, there are no words in my vocabulary that are strong enough to tell you how I feel. The time has come when it seems best for me and perhaps for this organization that I get into other activities. This opportunity has come to me unsolicited from the Star Hay Company, Los Angeles, Calif., and I have accepted it. I shall take up my new duties as soon as it is possible to be done. So, in closing just let me say that I shall never forget the kindness, charity and the loyalty that has been given me unreservedly and the outstanding spot in my life has been the friendships, the big, broad, uplifting kind that I have formed in



DAN MULLALLY, W. H. TOBERMAN, SYL. STEED

than the present system, but I will say to you gentlemen, after careful thought and observation, that it would be worth a lot more and I believe the results would be so much more satisfactory that there would be no comparison in the cost involved. There would be no chance for an appeal. It would mean these men would part good friends, at least the chances are they would, it would relieve any come-backs, it would relieve the preparation of the appeal and the Board of Directors the very laborious and unpleasant task of reviewing such appeals. I sincerely hope that this convention will take some action on the suggestion and refer this to a committee, if you please, to report back here tomorrow so these rules can be made effective if you accept them the coming year. I am positively sincere about the results and I believe you folks will be more than pleased when you meet next year to have a different kind of report from what I am making on our results through arbitration this year.

While I am on the subject of matters for the good of the Association, I want to call your attention to one more thing that has worried me for a long time and that is the necessity, as I see it, of holding our conventions now and then in the North, South, East and West. This is an organization national in scope as well as character and I believe that the men in these other points of the compass are just as much entitled to this convention as is the Middle West. I have been confronted time and time again in the outlying states with the question of why we do not hold our conventions outside of the zone that we have held them in the past number of years. I say to you people that this organization would profit by it. We would probably not have as large an attendance but we would get more members, it would instill more enthusiasm and create greater interest. I have been



REV. HAVIGHURST, MRS. AND PRES. BROWN

this work and as we part officially, it is my hope and prayer that we will meet again at these conventions from year to year and may God bless you all.

The secretary's financial statement showed a cost balance of \$4,046.37. A year ago the cost balance was \$8,548.76 but this took into account, however, the contribution of \$5,000 paid during the year to the Horse Publicity Association.

W. I. Biles of Saginaw, Mich., and P. E. Goodrich of Winchester, Ind., in short addresses called attention to the efficient services rendered the association by Mr. Taylor during his long term of office.

President Brown then named the committees to serve the ensuing year following which the session adjourned.

WEDNESDAY MORNING

President Brown called the Wednesday morning session to order at 9:45 o'clock and announced that the report of the Committee on Legislation, of which D. V. Heck of Pittsburgh was chairman, would be read by Secretary Taylor. The report follows:

Although this has been an exceeding lean year so far as legislative matters are concerned, there have been some few decisions which are of considerable importance to us, and to which I now direct your attention.

During the period of Federal control, the Director General ruled that he would not consider overcharge claims unless such claims were filed with the Commission. This announcement was in keeping with the decision of the Supreme Court of the United States in the Wolfe case, which made such filing obligatory, and the shippers throughout the country have, there-

fore, been compelled to file their overcharge claims with the Commission in order to have the same receive the desired attention by the carriers.

The Commission, by means of practically identical letters to shippers who now attempt to file overcharge claims with it, is undertaking to restore the practice that prevailed in respect to such claims prior to the period of Federal control. It was not then necessary to file such claims with the Commission in the first instance and it is not so now. It is only after the carrier has definitely rejected an overcharge claim that filing with the Commission to further stay the operation of the statute of limitations is necessary. This practice will relieve the shippers of considerable detail in the filing of their overcharge claims.

Another decision of much importance to the members of this Association, is that of the Supreme Court of Washington, to the effect that if a carrier has negligently delayed delivery of goods or otherwise subjected itself to liability for damages in respect to the property carried, equal to or greater than the amount of the freight charges, the consignee may maintain replevin without tender and the claim for damages may be adjudicated in the replevin suit. In other words, this decision means that where your shipment is damaged to a greater extent than the bill for the freight charges, you have the right to demand the property of the carrier without payment of the freight charges, and failure on the part of the carrier to deliver the goods to you, amounts, under the decision to a conversion, for which trover will lie. In commenting on this decision, the court said that this interpretation would not work hardship on the carrier for the reason that in the court's view, a rule which would require a shipper to pay his debt to a carrier who owes him a greater sum does not seem to be a just and fair way to settle a controversy.

You will readily perceive the advantage of this decision.

The Hoch-Smith Law

Another piece of legislation enacted by the Congress of the United States and which is drawing considerable comment from all parts of the country is commonly known as the Hoch-Smith Law, which directs the Interstate Commerce Commission to make a general investigation of the entire rate structure of the carriers with a view to fixing rates that will, under the existing conditions, surrounding each industry, permit of free movement of the commodities involved, and which law directs that the Commission immediately give its attention to the rates applicable to the products of agriculture. This law which has been on the statute books for about four months, has been the target of much comment from all sec-

by your vote on the recommendations of your committees, and for this reason, I wish to take this opportunity to call your attention to the report of Fred Williams, chairman of the Legislative Committee of your Association, tendered to you in convention assembled in the year of 1923.

Important Amendments

The first item touched upon by Mr. Williams in his report was the decision of the Supreme Court of the United States in the Harry B. Wolfe case, under which you were required to file all overcharge claims with the Interstate Commerce Commission. In this report, Mr. Williams recommended that steps be taken to have this legislation amended. I am pleased to announce that this recommendation has been followed out, and it is now no longer necessary to file such claims with the Commission except only after such claims have received a specific rejection by the carrier.

In addition to this, Mr. Williams called your attention to the fact that under the existing law, the carriers had three years to collect their outstanding undercharges, whereas the shippers had but two years to collect their outstanding overcharges. I am pleased to announce to this convention that this matter has also been rectified through legislative procedure, which places the shipper on the same basis as the carrier. That is, all have three years from the time the action accrues in which to collect their outstanding charges after the expiration of which time, all such claims are outlawed. I simply draw your attention to these matters to show you that your committees have actually followed out to the best of their ability, the recommendations voted on by the Association at the various conventions, and with gratifying results. Of course, there are some things yet to be done, and which if undertaken in the proper spirit will result in much improvement to the movement of our traffic, but this cannot be done by any individual or by any one firm or corporation, and can only be brought about by the finest state of co-operation from all concerned. As an example of what I refer to, I wish to direct your attention to the decision of the Interstate Commerce Commission which, effective September 10, 1925, changes the rate zones of the state of Michigan from five to three, and materially reduces both intra-state and interstate rates from Michigan points.

These new rates will not only effect a saving on the shipment of farm products, but every commodity now shipped under class rates from one point in Michigan to another, and also from Michigan points to those in other states located in the Central Freight Association territory will greatly benefit.

We need material reductions in the rates on shipments of hay and straw to all territories, and we need the removal of a great number of inconsistencies, particularly those existing in the present re-consigning tariffs of the carriers. These injustices can be removed and a more equitable rate structure established, if you will put your shoulder to the wheel and aid, with your united co-operation, the committees to which are assigned these respective duties.

L. A. Raney, chairman of Arbitration Committee No. 2 gave his report.

In one of the cases considered by Arbitration Committee No. 2, no decision was rendered and on this point, Maurice C. Niezer said: "Inasmuch as my name appears as a member of this committee, I feel as though I would like to say something relative to the one case which Mr. Raney indicated in his report.

"I sometimes feel that we don't realize the importance of arbitration, especially when you see these cases and the manner in which they occur.

"The Association has established rules for grading and inspection and it has made a standard of grades. The case that we did not pass on was the case where the shipper had sold what he called No. Main Timothy hay. There is no such grade in the National Hay Association grades and it is unfair to transact business on indefinite standards which do not occur in our grades, and then expect an arbitration committee to straighten the matter out. The arbitration committee volunteers its time and as those cases are complicated, it isn't right for the membership of this Association to transact business so that the Arbitration Committee has to go into so much detail in order to get at the facts."

Mr. Niezer urged that the members adhere to the rules as laid down by the Association so that the work of arbitration could be expedited.

R. M. White of Duluth reported for Arbitration Committee No. 1 stating that his committee had devoted much time and expense in deciding two cases but the parties had refused to abide by the decision.

C. W. Hall, Ottawa, Ont., chairman of Arbitration Committee No. 3, reported they had had but one

case during last year but this case was settled.

C. M. Long, chief of farm service, Blue Valley Creamery Institute, Chicago, Ill., gave a very interesting address on "Oil Wells vs. Milk Wells" in which he pointed out the important place filled by dairy products in our national wealth.

REPORT OF STATE VICE-PRESIDENTS

C. F. Haeberle, Charleston, W. Va., chairman of state vice-presidents, gave the following report:

To start with, your officers certainly did appoint a fine bunch of state vice-presidents. I know from the correspondence I have had with them that they did hard and conscientious work for the Association. And since trading conditions were not the same in each state or section, some have had excellent success while others did not get their names on the Roll



F. A. BASCOM AND MAURICE C. NIEZER

of Honor, yet they should be there even though they failed to get a member.

I know that I worked the entire year and only got one new member. Our secretary seems to be the one that always brings home the bacon, and right here I want to emphasize the importance of personal contact which nearly always wins. Too often, we want to land a prospect or order and try to do it by mail and we fail. It is the same in our business dealings, if we know our man personally, we each can do more. We can adjust our differences better, we can make better sales and more sales and we make more profit by personal contact than any other way. Of course, there have been cases where this has failed, but look at any particular case a year later, and take a glance at the man that would not meet you half way after a personal meeting. I want you to bear this in mind and as we go along in our work in the Association, just remember, if you know of someone that is eligible to join our Association, and you know him personally, you are the one that should get the application, and not put it off on someone that does not know your man, and has to do it by mail. If you put the problem right up to him in the right way, he will see how successful you are, and come with you.

During the past year we received 150 new members compared with 149 new ones last year. We lost 245 members for various reasons, compared with 186 last year. Our membership now is 1028, whereas we had 1123 members when we last met. I feel that each year puts us on a more solid footing in that we get rid of the undesirables in the hay business. Our membership now contains high class business men, but you may rest assured as time goes on, and we find one that will not do business according to business principles, he will be dropped.

I now want to give you parts of the reports I received from our state vice-presidents:

R. M. Miller for Louisiana: There is very little hay carried over. Sales of hay decreasing on account motor trucks. Very little hay raised in our state.

W. E. Galbraith for Washington: Our crop unusually small. Great deal of dissatisfaction due to the operations of the Northwest Hay Association. For this reason some are inclined to think that short acreage this year is due to desire on part of producers to avoid marketing through the Association.

W. Casto Snell for Montana: Outlook for hay crop in eastern part of state not so good. Western part will be large if not a larger crop. Very little hay carried over.

J. H. Lensch for Oregon: Crop conditions in our state are the finest, expect 100 per cent hay crop. Alfalfa hay has been winter killed, will have enough oat and vetch hay to make up for shortage. Old crop hay cleaned up. Do not look for any export trade from that port.

W. T. Hill, Alberta, Canada: 1924 hay crop cleaned up. 1925 crop will be very much larger. Been moving new upland hay for three weeks, which is fully



F. L. ALEXANDER

tions of the country, and there is now a movement afoot seeking its repeal. However, the Commission is proceeding with the work, the first hearing in connection with which has been scheduled to begin September 1, 1925, in the Edgewater Beach Hotel, Chicago. This law imposes on the Commission a tremendous task, and just what the outcome will be, we have no desire to predict, but we are hopeful that in the final analysis, a great number of existing inconsistencies affecting the movement of our commodity will have been removed.

It is not my purpose to burden you with any lengthy report of the workings of your committee at this time, but I do deem it proper that since year after year in convention assembled, you are compelled to listen to the reports of the chairmen of the various committees, and approve or disapprove of their recommendations, that you be advised as to just what results are brought about by the members of your committee under your directions as expressed

month earlier than for last nine years. Alfalfa being stacked and is an excellent crop. Also report prospects for a bumper grain crop throughout western Canada brightest since 1915.

H. A. Maruchau, Texas: Crop conditions worst had for many years; have not had a rain for 12 months around San Antonio. Pastures burned up, farmers anticipating their wants and stocking for future use. Looks like a good hay business for us until next harvest.

Frank E. Potter for Rhode Island: Pastures exceptionally good, and feeding of grain light. Hay crop looks good. Practically no hay carried over and this state never ships any hay. Raise more than 30 per cent of what they use.

John A. Lamey for Alabama: No hay raised in this section; no carryover on last crop. What little hay is raised is a mixture of Clover and crab grass.

Chas. Rahm, Wisconsin: 20 per cent of the old hay left; new crop is going to be short—about 30 per cent less than last year. Corn crop looking good. Farmers depend on corn crop for feed.

F. J. Bittings, Pennsylvania: About 40 per cent of the 1924 hay crop left on farmers' hands. Will not have over 50 per cent new crop.

Ed. A. Jamason for Iowa: Around 15 to 20 per cent of the old hay crop left and new crop will fall short about 25 per cent. Farmers holding for more money.

A. G. Jones, Vermont: In the Champlain Valley and hay producing sections have had an excess of moisture; percentage of Clover above normal. Must cut Timothy by July 15 to 20. Some old hay carried over, grading around No. 2 to No. 3.

Howard L. Cross, New York State: Fair crop of Timothy. Cutting has been in progress two weeks, during which time it has rained every day. All hay cut so far is damaged and unsalable. Will have to be fed at home.

L. R. Rumsyre, Indiana: Hay crop in northern Indiana nearly total failure. Meadows with good stand last season promises about one ton from three acres. Dry weather in growing season.

Stewart W. Ward for Maryland: Crop being harvested of good quality, but only about half of last year. Very short in height. Old crop pretty well cleaned up.

A. B. Caple for Ohio: Largest carryover of hay in this section in great many years. Most of it is inferior quality. Shortest crop of hay of all kinds for many years. Clover only about half crop. Looks like about half as much hay to be shipped as last year.

For West Virginia: Crop reports indicate a short hay crop due to unfavorable spring for growth of grass and Clover.

The trucking problem is gaining in cities where they have long hauls, and yet in such cities as New York, a good many horses are being put on again as the cost of trucks is too high where it takes so long to unload. There is a great deal of discussion being made at practically every business gathering comparing the cost of the horse and wagon against the motor truck. I feel that the horse is gaining ground every day. You find more saddle horses, and a good demand for truck horses.

The Government hay crop reports for July 15 forecast a crop of 22,600,000 tons, which is 3,400,000 tons less than June forecast. In nearly every section of the country the hay crop is short, and farmers are holding for higher prices.

In conclusion, I again want to thank each and every one for the work they did in getting new members. And my only request is that you keep on with the good work, and see if we cannot make a better showing for our next lot of officers of the National Hay Association. There is plenty of good timber in the fields, and it is going to take a personal call on them to get their names on the dotted line.

Maurice Niezer: "I would like to make a motion that we extend our thanks to the state vice-presidents. The report is one of the most comprehensive that has ever been given to the Association and one of the best I have ever heard." Seconded by Jas. W. Dye and unanimously carried.

COMMITTEE ON STATISTICS

The report of the Committee on Statistics, as compiled by W. L. Gordan, chairman, Kansas City, Mo., was read by Secretary Taylor, from which we publish the following:

It is probably not generally known, but it is a fact that hay is one of the four major field crops of the United States. During the year 1924, the farm value of the entire crop of corn was \$2,405,468,000 and cotton \$1,487,225,000, while that of hay was \$1,467,648,000 and that of wheat was \$1,136,596,000.

There were approximately 6,000,000 tons more of hay produced the past year than in the year 1923, which by the way reflects the ever upward trend of production of hay as shown for the last 20 years. About 15 per cent of the hay crop enters the hay commerce of the United States.

It is extremely difficult to obtain any accurate data with reference to increased consumption of hay, but it stands to reason that such is the case. However, there was very little increase in production acreage the last year, as there was a total acreage of hay in 1923 of

75,424, while in 1924 there were 76,385 acres in hay, a net increase of but 961 acres.

A table showing the various kinds of hay produced in 1923 and 1924 as follows. This is in tons:

Commodity	1923	1924
Alfalfa	25,990,000	26,382,000
Timothy	12,776,000	15,125,000
Clover	10,789,000	13,760,000
Clover and Timothy mixed	20,216,000	24,895,000
Legume Hay	4,037,000	3,895,000
Johnson Grass, Bermuda, etc.	9,566,000	8,536,000
Grains cut green for hay	5,876,000	5,377,000
Prairie and other wild hay	17,361,000	14,480,000

From this you can readily see that while the production of wild hay declined something like 3,000,000 tons—tame hay advanced 9,000,000 tons, and Alfalfa is still king of the hay crop—the production of Alfalfa per cent of the entire crop volume.

The total hay crop represents a farm value of \$1,467,648,000 and the farm value of the tame hay crop was \$1,353,789,000 or 92 per cent of the entire crop value, while the tame hay produced represents but 87 per cent of the entire crop volume.

New York still leads in amount of tame hay produced with 7,241,000 tons, while Wisconsin is second with 6,072,000 tons and Iowa is third producing 5,709,000 tons for the year 1924.

South Dakota produced the most wild hay with a total of 2,487,000; Minnesota second, having 2,249,000 and Nebraska third with 2,173,000 tons.

Reports from all over the country indicate that the crop for 1925 will be considerably shorter than for the previous year. There was, however, a large amount of hay carried over due to the slump in prices.

The so-called myth of the passing of the horse is evidently not true from reports received which indicate that there are more uses now for the horse than for a long time—in fact the horse is invaluable in most cases. As a considerable amount of the hay crop



GEO. S. BRIDGE AND S. LA FRANCE

is consumed by the horse, this is very encouraging news.

In Canada last year the hay crop was 70 per cent of the average crop and about one-third of the crop is being carried over. The crop is late and does not look very encouraging. There is about 25 per cent less production acreage on account of low prices the past year.

WEDNESDAY AFTERNOON

Immediately following the call to order at the Wednesday afternoon session the Association was favored with several songs by the George Sisters of Ashland, Ohio.

The report of the Committee on Ways and Means to co-operate with the Horse Association of America prepared by W. A. Cutler of Adrian, Mich., was read by W. E. Murphy. The report recommended in the strongest terms full co-operation with the Horse Association of America, both as individuals and as an organization.

COMMITTEE ON TRANSPORTATION

The report of the Committee on Transportation was given by J. C. Suttie, chairman, Omaha, Neb., as follows:

In submitting to you the annual report as chairman of the Transportation Committee of the National Hay Association, I wish to thank the members of this Association for the splendid support they have generally given this committee when called upon for assistance. We have had a busy year, and there have been many things to aggravate us, but we have given the best we have had in us to the cause, and have endeavored to handle everything in the most diplomatic manner possible. Have gotten along very pleasantly with carriers with whom we have had correspondence and personal visits, and they have shown a most agreeable attitude towards co-operating in every way.

A multitude of subjects of lesser importance

handled and disposed of, I trust to the satisfaction of all members concerned. Have a considerable number of live subjects now under correspondence, too many to enumerate here, all of which will be brought to a conclusion as soon as possible. Correspondence during the year heavy from all sections of the country and generally answered promptly, a few delays being due to absence from the city.

Some time consumed in attending hearings, conferences, etc., before I.C.C., state railway boards, Western Trunk Line, etc., and believe have accomplished much good. At no time has trip been made without specific authority from President Brown and traveling expenses kept down to a minimum. Have been active on Hay Committee of Central Western Regional Advisory Board. The Board is accomplishing much good.

Am giving below a resume of some of the most important subjects handled, affecting this Association greatly. Have not enumerated some subjects of interest of lesser importance, for there have been so many you would get tired hearing them.

Reconsignment

A mighty important subject and one very little understood, yet affecting every man in the hay business.

Under decision of I.C.C. in docket 14762, decided July 24, 1924, we obtained some relief in the abolishment of reconsignment charge of \$6.30 where car was set to private industry or track, rejected and rebilled out, the Commission ruling no reconsignment assessable in such cases, combination of locals only being applicable. Unfortunately when complaint was filed several years ago on this reconsignment charge, it was limited to this one feature only, and had it covered the reconsignment charge proposition fully, unquestionably further relief could have been secured. You understand the reconsignment charge rules now in effect are national in their scope and are the result of decision of the I. C. C. in the general reconsignment case, any change in such rules can only be had by authority of the I. C. C. Following are some of the present rules that affect the handling and movement of hay seriously, and are working a detriment to the business generally:

Cars billed to Ashland, Ky., for instance, for diversion beyond. If combination of local rates are applied on the out-movement after car reaches Ashland and diverted out, \$6.30 is added. There should be no distinction between cars billed to a town for diversion purposes and cars set on private spurs and handled on basis of combination of locals, and had the complaint in docket 14762 been broadened to include this, I believe relief could have been given in this case also.

Grain diverted within 24 hours after arrival carries no reconsignment charge. Grain is set on hold tracks for inspection the same as hay, does not generally require any more switching, and the discrimination is wrong.

Where cars are billed to a town for disposition later, under shipped out bill of lading, and moving beyond on through rate from origin, if reconsignment charge orders with bill of lading are received within 24 hours after arrival, charge of \$2.70 is made, if later than 24 hours, \$6.30. Many times it is impossible to get bill of lading through the bank to permit diversion within 24 hours, and this penalty charge of \$6.30 doesn't seem right to me, especially when practically no additional switching or handling is given car.

Shippers Reconsignment

A shipper is practically required in such cases to have some competitor or connection at such a point as Ashland inspect his cars for him in order to get \$2.70 charge for inspection instead of the \$6.30 charge, or in other words, evade the law and intent of the tariff to get around an exorbitant charge. Is it right?

Some members complain about reconsignment charge of \$2.70, but I firmly believe the I. C. C. would never consider a complaint to abolish that charge, for the carriers are entitled to some remuneration for switching, etc., and I do not believe \$2.70 can be called unjust.

While we have received a number of complaints during the year as to reconsignment abuses, some of which have been ironed out by carriers, I do not know whether members are universally having trouble, and whether the trouble is serious enough for this Association to go to the expense of a formal complaint to iron out discrepancies. Some of the present rules were put in during war times to expedite movement of cars, but trade conditions the past several years have been such that no dealer wants to tie up his money a second longer than possible, but on the contrary has made every effort to move cars quickly and certainly not with the expectation of being penalized with exorbitant reconsignment charges. I do believe the reconsignment charge question is one that will always be with us, and one that will have to be finally settled sooner or later, but the great danger of attacking present reconsignment charge rules generally is the desire of carriers to eliminate the \$2.70 charge, if at all possible, and any attack on the troublesome rules will mean also a defense of present \$2.70 charge.

I have no recommendations to make on the reconsignment charge question but will leave that entirely with you gentlemen.

Weights on Hay, C.F.A. Territory

A most aggravating proposition, and the cause of much hard feeling against carriers. Have received claim after claim from members, and it is easy to see where the average freight claim agent of a railroad gets his disposition after reading some correspondence. Items 4810-15-20 of Jones' Tariff 130-P is the chief cause of dissatisfaction. Some members have weight agreements with carriers and get along OK, while others are situated so that they cannot get agreements. Have made a number of recommendations to President Brown on this subject. See circular dated June 19 to members asking for information as to claim troubles—about a dozen members have replied so far. Soon as we get complete data will go right after the C.F.A. and try to get relief from present rules.

Transit on Alfalfa, Western Trunk Line Docket 1196

Owing to the importance of this subject and the large territory affected, attended hearing at Chicago



MISS BEIBELL, J. R. ROSENBRICK, MISS HURLEY

April 28. Considerable representation from milling and hay interests. The proposition was practically to cancel milling in transit arrangements and would have been a severe blow to those having heavy investments, as well as shippers and others in the Alfalfa business. Standing Rate Committee has not yet submitted report to W.T.L. executives, so far as we know. If carriers attempt to put the arrangement into effect understand complaint will be filed with the I. C. C., by mills and others interested.

New York State Rates

This Association has taken no active part looking towards an adjustment in these rates. As compared to rates to South and Southeast from other sections of the country, they are low, and unquestionably some adjustment will result, for our information is that the I. C. C. carriers, and some markets are working toward that end. The principal complaint against these rates is in the central states east of the Mississippi River, also from some of the southern markets of that district. The matter has been before the Southern Freight Association, the I. C. C. and the carriers for some time, and is closely interwoven with I. C. C. Docket 13494, the southern class rate investigation case. Personally I hope New York keeps its present rates and instead of any advances in such rates, that other producing territories such as Michigan, Ohio, Indiana, Illinois, etc., are granted rates to compete with them; or in other words, a reduction from those states instead of an advance from New York. The Central West is certainly entitled to some relief from present rates, but I would like to see them get it by the reduction method. Owing to this being a sectional matter, with a large membership affected both for and against, it is impossible for the Association to intervene and take sides, as I think you will all agree.

Carolina Rates

Effective August 2, Supplements 16, 17 and 18 to Speiden's Tariff 45-D increased rates on hay from various producing territories such as Ohio, Indiana, Michigan, etc., to Carolina points. An attempt was made by the Ohio Farm Bureau Federation and ourselves to hold up the advances until we could see just what effect same would have, but were advised by the I. C. C. that increases were made to overcome a Fourth Section violation. The advanced rates were effective only on lines traversing Virginia and to my knowledge, no change made on roads having direct rails and not routing via Virginia. Cincinnati, Louisville, etc. have opportunity to ship direct via Southern or L. & N., and for that reason can put hay into Carolinas on old basis, while Ohio, etc., are handicapped by having to use the C. & O., N. & W., etc., on the higher basis. Understand formal complaint Docket 16709 has been filed by some of the Ohio people on this subject, but not yet tried. Owing to the matter

being a sectional affair with some members favoring present rates and others opposing, hardly see where this Association could intervene amicably.

I. & S. Docket 2180

Hay and straw between Missouri River points and Mississippi Valley points, etc.: Attended hearing on this at Kansas City before the I. C. C. September 8 and 9. Our testimony while on the stand was to the effect that this Association was unalterably opposed to any advance in freight rates on hay in any section of the country, etc.

This case generally called for advanced rates, both local and proportional, from upper Missouri River points such as Kansas City, St. Joseph, Omaha and Sioux City, with contiguous territory, to South and Southeast, particularly lower Mississippi River valley territory.

St. Louis, Memphis and Cairo proposed advances, Kansas City, St. Joseph and New Orleans protested.

I do not know definitely who was responsible for the publication of the advanced rates which were suspended and resulted in this hearing but I do know considerable bad feeling resulted between the supporters and protestants, and if you get a bunch of hay men on one side and another bunch on another, how can either the I. C. C. or carriers be expected to know who is right? If the supporters of the advanced rates were responsible for the rates going up, or in other words getting rates advanced from another market for the benefit of their own, I frankly am not in sympathy with them. If one market feels it is being discriminated against, let it file its own application for reductions from its own territory and not apply for an advance from another market or territory. It is easy enough to figure that the I. C. C. is not going to countenance discrimination if it is proven your own rates are too high and another territory's rates too low, and with hay rates all over the country too high, as they are, it is my idea that any adjustment needed should be covered by application for reduction in your own rates rather than hammer away at the other fellow, and let the carriers and the I. C. C. do the adjusting and save hard feelings. These remarks are not intended to censure anyone, but merely to indicate to our members that if we don't all stick together, we won't get anywhere, for co-operation is the foundation of success.

The I. C. C. decision in this case made a number of adjustments in rates, covering both advances and reductions, in the territory involved.

I. C. C. Docket 14393 and 15263

Public Utilities of Kansas, et al. against all lines, for general reduction in grain and hay rates, this Association intervening. Attended hearings at Kansas City and Minneapolis on this case. A large amount of testimony, exhibits, etc., put in by state railway commissions, individuals, markets, and this Association as to the hay situation.

Under decision rendered July 10, 1924, the I. C. C. declined to make any reductions on hay. Commissioner Lewis in his dissenting report said, "The present record affords proof that the existing rates on grain and grain products, but not hay, are unreasonable in the western and eastern districts." Also, "but the hay rates as measured by transportation conditions, and in relation to rates on other traffic, are not unreasonable or unfair to the producer. To reduce them would solely be in response to an economic plea. It would be equivalent to using the railroads and their owners as agencies for relief, or even for charity." In the concurring opinion, Commissioner Potter said "..... it has not been shown that the rates on grain, grain products, and hay are unjust or unreasonable either in and of themselves or in relation to rates on other traffic, and that the complaint must be dismissed."

Needless to say the decision in these dockets was a great disappointment all over the country.

We joined the South Dakota Commission in an attempt to get the case re-opened on hay, but did not succeed.

I. & S. Docket 2081, proposed cancellation of commodity rates on hay from Illinois, etc., to Ohio River crossings. Following filing of vigorous protest by this Association with the Illinois Freight Association and the I. C. C., proposed advances cancelled.

Commodity Rates on Hay vs. Class Rates

Attended hearing before Iowa Board of Railroad Commissioners last month, carriers attempting to advance rates on hay from Class D to Class C. No decision made as yet. W.T.L. docket 3422-C, hay carloads, Iowa and Minnesota to Chicago, St. Louis, etc., not protested account small interest shown, eliminated commodity rates and put hay on class basis. The South Dakota Board of Railroad Commissioners in I.C.C. hearing at Pierre against the C. & N.W. last winter suggesting mileage basis of rates on hay in South Dakota.

My earnest recommendation is that in every case of this kind, this Association go on record as opposing cancellation of commodity rates. The rate that is easiest changed is class rate, and by all means keep hay out of class basis if possible.

My chief recommendation is that members work more together on rate matters, and above all, if the other fellow has a low rate, don't try to knock him out of it, but apply for one from your own territory equally as low and let the I.C.C. determine what should

be done. We have to stick together on this rate proposition or we will never get anywhere, and certainly if one bunch of hay men say one thing and another bunch another, rest assured the carriers will make the most of it. It is the easiest thing in the world to advance a rate, but the hardest to get it reduced.

Also do not expect your Association to intervene in sectional rate fights, for it cannot be done except at the expense of hard feelings on one side or another. We have had some criticism this year on account of not jumping right in, and if we help you today, your neighbor may jump on you tomorrow and he has just as much right to expect our help tomorrow against you as you have today against him.

In closing, want to say I cannot speak too highly of the splendid co-operation and hearty support given me as chairman of this committee by President Brown, Secretary Taylor and Assistant Secretary Sale. We have gotten along splendidly, have never failed to agree on any particular matter, and I have had their solid backing on any matters undertaken. It has been a real pleasure and privilege to work with these gentlemen.

Hon. W. L. Harding, ex-governor of Iowa, and member of the Executive Committee, Great Lakes-St. Lawrence Tidewater Association, Des Moines, Iowa, addressed the convention on the subject, "Making the St. Lawrence River Navigable for Ocean Going Vessels."

W. H. Toberman, St. Louis, Mo., chairman of the Committee on Grades made his report. Mr. Toberman said he thought the members of the Association should try to use the National Hay Association grades more than they do. If they did this he thought it would eliminate a great deal of trouble that the Arbitration Committee was talking about. Let more try to use them, he said, and if members were not satisfied with the present grades he invited them to write out their suggestions and send them in. He stated the committee had no report but he felt that if members would take more interest they could get a grade which the whole membership could use.

W. W. Cunningham, president of the Commercial Bank & Savings Company of Bluffton, Ohio, gave an interesting address on the subject, "Culture and Agriculture."

THE NEW OFFICERS

R. M. White gave the report of the Nominating Committee. It was unanimously adopted as follows:

For president, H. A. Bascom, Boston, Mass.; first vice-president, L. A. Raney, Goldsboro, N. C.; second vice-president, T. J. Hubbard, Lansing, Mich.

Directors to serve two years, Geo. F. Brown,



JAS. W. DYE, WIFE AND GRANDCHILDREN

Charleston, W. Va.; J. Vining Taylor, Los Angeles, Calif.; W. A. Homan, Lodi, Ohio; D. S. Wright, Weedsport, N. Y.; Walter Moorehead, Chicago, Ill. Directors to serve one year to fill the unexpired term of Mr. Morriss who retired from business, I. L. Sutherland, Richmond, Va.

A PROTEST ON RATES

Jas. W. Dye of Toberman, Mackey & Co., St. Louis, Mo., brought before the association the question of railroads discriminating in freight rates in certain localities in the following:

To the National Hay Association, Inc.: We are forced to complain of the unjust discrimination by the various rail carriers in the matter of freight rates on hay, carloads, from New York and eastern interior points to the Southeastern territory, of which we are naturally entitled to equality in the matter of rates and distance.

This unfair adjustment of rates has been in existence

for some time past. It has also been bitterly assailed by our company, as well as others, to have these rates withdrawn or adjusted on an equal basis.

We will be more than pleased if the National Hay Association at this convention will recognize the unfair conditions to secure proper adjustment of these rates for the coming season, otherwise our Central West Terminal market and shippers will certainly collapse in business as far as hay shipments are concerned.

The Interstate Commerce Act specifically prohibits such conditions to continue.

It is an apparent fact that the cost of production of hay in the Central Western States from the farmers to the cars of the carriers is practically the same in every respect; as it is from New York or eastern interior points. Therefore, the locality of New York and eastern points are not entitled to the privileges that are extended to them by the carriers in the matter of these freight rates on hay from their interior points to the southeastern territory, which rightfully belongs to the central western locality and they should not be permitted to continue to have the advantage of the southeastern territory.

The average rates on hay from producing interior points surrounding the locality and terminal market of St. Louis is 17 cents per hundred pounds, which added to the lowest combination reconsigning rate out of the terminal market of St. Louis will show as a comparison to Waycross, Georgia—a total through rate of 68½ cents per cwt., while the rate from these eastern points is 50½ cents per cwt., making a difference of 18 cents per cwt. or \$3.60 per ton, which is based on the locality that produces the hay.

There is not a single point where we distribute hay in Georgia, Alabama, Florida and a great portion of South Carolina where the distance or mileage does not favor St. Louis and our locality, which is unjustly discriminated against.

The rail carriers involved are mainly Southern Railway System, Atlantic Coast Line, Seaboard Air Line, and practically all the other smaller lines throughout the southeastern territory are participants in this unfair situation. The first three railroads and their connections are interested in traffic movements of hay from our producing sections or localities just the same as they are from the eastern territory. It is simply their fault to permit a continuation of this discrimination on hay, as there is nothing in the Interstate Commerce Act that prohibits them from cancellation of any unfair rates on any commodity through any gateway which they are a party to. Neither is there any law in the Interstate Commerce Act that compels them to continue such rates indefinitely.

We are now speaking to this convention for their help, to give us equal conditions under distance and rates as to locality where the production of hay is secured. As a member of this convention and association we are entitled to deep consideration and assistance in every way possible. Should we not receive the required help in our needs there would simply be no use to continue connection with the National Hay Association when it is apparent that a severe discrimination exists among its members.

The question of rates was discussed by various members and was finally referred on motion by H. G. Morgan to the Joint Committee composed of the Legislative Committee and the Traffic Committee for immediate action. The session then adjourned.

THE BANQUET SESSION

The banquet session was held in the Convention Hall of the Hotel Breakers, convening at 6:30 o'clock. The entertainment features consisted of community singing led by Maurice C. Niezer, a piano solo by Richard Jesson, selections by the George Sisters Quartette and a solo dance by Miss Betty Jane Taylor.

A brief speech was made by President Brown on the loyal service given the Association by Secretary Taylor and the deep regrets of all the members over his leaving for new fields of endeavor, to which Mr. Taylor fittingly responded. A very pleasing ceremony next took place in which Mrs. George F. Brown, representing the ladies of the organization, presented Mrs. Vining Taylor with a beautiful watch and beaded bag.

The speaker of the evening was Dr. C. Wallace Petty, pastor of the First Baptist Church, Pittsburgh, Pa., who delivered a most interesting address on the subject, "The Anatomy of Character." After the banquet there was dancing in the main pavilion to which the association badge gave free admission.

THURSDAY MORNING

The final session was opened by President Brown at 10 o'clock and was mainly taken up with the presentation of the report of the Committee on Resolutions presented by Geo. S. Bridge, chairman, and the installation of officers.

The resolutions, as adopted, were to the effect that the National Hay Association become an associate member of the Arbitration Foundation; that the following clause be incorporated in all contracts: "Any claim or disputes arising under this contract or further breach thereon shall be submitted to arbitration in conformity with the arbitration statutes, Federal or state." The National Hay Association shall petition Congress to abolish the Federal Trade Commission; the Association approves the world court on the Harding-Hughes terms. Appreciation of the Association was extended to speakers, officers and committeemen.

The new Board of Directors met in session immediately following adjournment of the convention and in matters of new business heard a petition for the removal of the secretary's office from Winchester, Ind., to Lima, Ohio, as offering very distinct advantages. These advantages were presented by Frank Casey of the Lima Chamber of Commerce as a location in the heart of the hay producing section, splendid railroad service and other utility accommodations. Many of the members of the Association, it is felt, favor the removal. F. K. Sale of Winchester, Ind., was appointed secretary of the Association.

THE GRAIN MARKET SITUATION

By G. A. COLLIER

Bureau of Agricultural Economics U. S. Department of Agriculture

The developments of the Spring wheat crop in the American Northwest and in Canada have been the leading features in the wheat market during the past few weeks and dry and hot weather the last week in July, particularly in Canada, has imparted a firm tone to the market. Some of the wheat in the United States and a large part of that in Canada was still in a critical stage at the first of August and crop developments will continue to be an important factor during the first half of the month.

The season in the United States is full two weeks earlier than usual and a number of cars of new wheat were received at Minneapolis during the last week in July. Threshing returns show a wide range in yield but the samples received at the markets were of unusually high protein content, although some were of light weight. The Canadian crop is also early and will also likely show a wide variation in quality and yield, according to the latest reports.

The wheat market situation in the United States differs materially from that prevailing at this time last year. At the first of August last year it began to be apparent that the United States would have a bumper crop of wheat while other countries in the Northern Hemisphere would have a small crop. This year it seems probable that the United States crop will be around 200,000,000 bushels less than last year while the crop in Europe and Canada will be materially larger than last year, unless serious deterioration occurs in the Spring wheat territory within the next few days. In addition to a larger crop of wheat in Europe there is a good crop of rye so that the supply of bread grains in the Northern Hemisphere outside of the United States and Canada, according to latest estimates, will be 265,000,000 bushels larger than in 1924.

While present prospects in the United States do not indicate a wheat crop much larger than the amount needed for domestic purposes, there probably will be both wheat and flour exported. The domestic needs for Durum wheat are scarcely sufficient to absorb the total production of this class of wheat, so that some of this wheat will likely be sold for export, although because of larger crops of Durum wheat in Europe the export demand may not be as urgent as last year. There will also be some low grade flour as well as some of special brands exported.

The movement of new wheat in the Pacific Northwest has also been light to date, both because the farmers were not ready sellers at current quotations, which at the close of the month were around \$1.40@1.41 per bushels for White wheat for export but also because of the small crop of Winter

wheat. A larger percentage than usual is of the Spring variety this year, owing to the heavy winter killing and the reseeding with Spring varieties.

The export demand has been very light as prices at practically all markets have been above an export basis.

Premiums for cash wheat have held well above future prices and at this writing No. 1 Dark Northern 13 per cent protein, is quoted at Minneapolis at 20@25 cents over the September price. Thirteen per cent No. 2 Hard Winter at Kansas City is quoted at 12@14 cents over the September price, while No. 2 Red Winter at St. Louis is selling at \$1.71@1.74.

The rye market has followed the trend of wheat with very little speculative interest in this grain. There has been very little export demand because of the large European crop and the domestic demand has been of small volume. Rye stocks at the principal markets have been reduced to around 5,000,000 bushels and receipts of new grains have not been large, reflecting the smaller crop which was estimated July 1 at about 54,000,000 bushels compared with 63,000,000 bushels last year. Mills have been the principal buyers and have taken most of the current offerings. The European rye crop according to the latest estimates will total about 372,000,000 bushels this year compared with 249,000,000 bushels last year.

CORN CONDITION GOOD

Moderate temperatures and scattered rainfall over the greater part of the corn belt during the past two weeks were favorable for the development of the crop and it made fair progress in most of the area, except in the Southwest, where the crop is practically a failure in some sections. Conditions have been more favorable in the eastern part of the country than west of the Mississippi and growth has been slow in parts of both Iowa and Missouri because of the lack of moisture. In Oklahoma the crop is largely a failure. With prospects of a crop of about 3,000,000,000 bushels farmers have been selling more freely and the movement to market has increased.

The increased movement has weakened prices and the trend has recently been downward. At the close of July the average price of all classes and grades of corn at five of the principal markets was \$1.06 compared with \$1.09 at the corresponding time last year. Reduced feeding requirements because of a smaller number of livestock on farms, together with a larger supply of oats and other grains which could be substituted for corn, have resulted in larger stocks remaining on farms than were generally expected earlier in the season. These, together with the prospect of a larger crop, have been the weakening factors in the market. There has been a good general demand, however, for the current offerings and commercial stocks have been reduced to about 6,000,000 bushels.

An increased movement of oats as the new crop came on the market, together with the rather large commercial stocks still held in store has tended to weaken the oats market and prices have declined to around 10 cents below those prevailing at this time last year.

The oats harvest is practically completed in the United States and threshing has begun in many sections. The yield generally is reported poor to fair although the crop is said to be well filled in Wisconsin and Minnesota. According to the July 1 estimate the crop will be about 250,000,000 bushels smaller than last year, but with a larger crop the demand for oats probably will be less active.

The progress of the new flax crop is an important market factor and with deterioration reported in some sections because of dry weather prices have held firm notwithstanding slight decline in the Argentine markets. Reports indicate that while the crop in some sections is good a large number of fields, particularly in Minnesota and South Dakota, are weedy. Latest returns also indicate that flax has been damaged by heat and dry weather in eastern Montana. From present indications it appears that the crop this year will possibly be around 4,000,000 bushels less than last year.

HAY, STRAW AND FEED

TO SOME, a serious setback such as a fire devastating an entire plant, would be an insurmountable obstacle. The disaster would be augmented by added losses resulting from delay in getting back on a production basis, and that valuable though intangible asset of business, goodwill, would suffer. The real way to meet such reverses is by speedy steps toward recuperation, and this means action rather than futile mourning.

No dilatory tactics impeded the restoration of milling when a bad fire a year ago destroyed the entire plant of the Ziliak & Schafer Milling Company in Mobile, Ala. The company had been actively engaged in milling at this point for 18 years. Despite the disaster that occurred May 9, 1924, which resulted in loss of the plant, this company has rebuilt and is handling its output successfully and manufacturing in a plant even better than the one they lost. Operations commenced in their new plant at St. Mary's Lane and Canal St., in Mobile, just one year and one day after the fire had consumed the old mill.

The old plant was replaced with a new mill and warehouse which are among the most modern structures of the kind in the South, and which while not the largest in the world, can claim to rank with the largest in the matter of equipment and up-to-date milling machinery and processes for making feeds of various kinds. It is located on the right of way of the Mobile & Northern, and has siding facilities furnishing ample room to handle 20 cars at a time.

Construction of the new buildings is of brick and

Feeds for the South Ziliak & Schafer Milling Company Operates Modern Feed Plant in Mobile, Alabama

all corn and oats before it is put into mixed feeds, as well as assuring the trade of a recleaned grain for their stock. Since the feeds are weighed with automatic scales, errors leading to incorrect weights are eliminated. Similarly, all other mechanical precautions are duly observed, and both mill and customer are thereby benefited.

The receiving unit includes a No. 22 Monarch Separator, one four-bushel Automatic Receiving Scale, two steel conveyors 40 feet in length, one Clark Power Shovel and two Monarch Steel Elevators, 61 feet center to center.

The horse feed unit consists of one 9 by 24-inch Monarch Collar-Oiling Double Roller Mill for cracking corn and crimping oats, one No. 13 Monarch Magnetic Separator, and six percentage feeders. There are also a 12 inch by 20 foot Style "J" Monarch Continuous Mixing Conveyor, one 1,000-pound Monarch Batch Mixer for dry feeds, one 12 inch by 20-foot steel collecting conveyor and one 100-pound Richardson Automatic Molasses Feed Sacking Scale. This particular unit is producing more than 100 bags of horse feed every hour.

The poultry mixing unit includes a 9 by 24-inch Monarch Collar Oiling Double Roller Mill for making cracked corn, one No. 5 cracked corn separator

vision of C. C. Robertson, foreman millwright and John A. Lamey, who is superintendent.

The company's slogan is "We give you service," and to make good this promise it maintains 11 motor trucks, six trailers and two teams. The company also maintains its own garage and mechanics to keep the trucks in good running order. With a fleet of this size the Ziliak & Schafer Milling Company is enabled to make prompt deliveries with none of the annoying delays which are liable to discourage trade. The rail facilities already described are quite ample to take care of the long haul business, and can always be supplemented by trucks when necessary.

Like many other dealers in feeds and grain, the Ziliak & Schafer Milling Company also handles sidelines. Among the products which they sell, aside from feeds, are salt and fertilizer. The new plant has been laid out in such a way that it is well suited for these additional functions and the equipment and buildings are co-ordinated for maximum efficiency.

FOUR HAYS STUDIED

Bermuda hay, Alfalfa hay, Sorghum hay and Prairie hay have been analyzed at a Texas experiment station, with the following results forthcoming as to their digestibility and productive value:

Bermuda Hay: The sample examined had a considerable lower digestibility for protein than the average of those previously reported. Bermuda hay is poor in digestible protein, but has a fairly high



NEW FEED PLANT OF THE ZILIAK & SCHAFER MILLING COMPANY, MOBILE, ALA.

concrete (replacing the old iron and wooden construction), and fire hazards are lessened by means of the latest approved safeguards. The completion of this new plant made it possible to give complete service to the buyers and sellers of horse, cattle and poultry feeds. The brick mill building has a ground area 110 feet in length and 100 feet in width, and it is two stories in height.

Storage capacity is sufficient to provide for 40,000 bushels of bulk grains. In addition, the company has over 50,000 square feet of floor space for the storage of flour and feed. In the hay shed, 140 cars of hay can be stored. The buildings devoted to storage include both wooden and concrete units.

All machinery is of the latest improved type and is driven by electric motors. The electric current affords means of lighting as well as power to operate the mill. A belt drive is used. The requisite power for running the plant is 105 horsepower.

As will be seen in the description of the equipment, there is adequate machinery for recleaning

and grader of the same make, which is ball-bearing equipped.

The mill is divided into three distinct units. In the first place, there is the receiving department. Second, there is the unit which handles horse feed grinding and mixing; and third, the poultry feed department. These divisions make possible a material saving in power, should necessity require the stopping of one or two of the units for the time being, and is in accordance with the latest approved methods of maintaining unrelated departments as separate operating units in modern manufacturing institutions.

This unit also has two No. 36 Monarch Twin Type Dust Collectors, one 22-inch Monarch Ball Bearing Attrition Mill, five percentage feeders and one two-to-six-bushel portable Richardson Sacking Scale.

The mill was designed and equipped by the Monarch Mill Builders, Sprout, Waldron & Co., Muncy, Pa. The machinery was installed under the super-

productive value as compared with some of the other hays.

Alfalfa Hay: The digestibility of two samples of Alfalfa hay was determined in connection with the estimation of the digestibility of the concentrates. The Alfalfa hay was used merely as a medium with which to feed the concentrates, but its productive value was later separately proven to be at least equal to any other hay.

Sorghum Hay and Prairie Hay: The Sorghum hay had about the average composition. The coefficients of digestibility are lower than the average for sorghum fodder; especially is this true of the protein. The samples of Prairie Hay were of two lots, some cut before frost and some cut after frost. The object of these experiments was to ascertain whether any appreciable difference shows between these two kinds of hay in their digestibility. The quantity of weeds, which were removed as much as hay cut before frost was of good quality and free from dirt; the hay cut after frost contained a large

possible before the hay was prepared for the purpose of the digestion experiment. There was little difference in the composition, but the sample of hay cut after frost was more digestible than the other, and had a higher feeding value.

CLOVER HAY PRAISED

Feed merchants in Clover hay regions constantly urge that this roughage be used as a supplement to the concentrate rations they sell, because they have realized that feeding results are much better when a good hay is used. Poor roughage can spoil the record of the best of concentrate feeds, if both are fed to stock at once. As a pasture crop for dairy cattle, Sweet Clover has no equal, a number of Sparta, Mich., dairymen have recently declared after experiencing one of the most severe droughts in 30 years. Their Sweet Clover pastures have made it possible for them to maintain their herd's milk productions at a time when cows on other farms were drying up. These dairymen have seeded an increased acreage to Sweet Clover for pasture purposes next season.

KANSAS ALFALFA, 1891-1924

In 1891, Alfalfa was a good Kansas crop but it was not much talked about. The area then devoted to that legume hay was only 34,384 acres, but the following year its increased popularity was reflected in the acreage nearly doubling to 62,583. And the rise had only begun; gradually the figure climbed up to, and past the half-million acre mark until in 1912, the acreage is slightly over an even million. However, after the peak of Alfalfa acreage in 1915, 1,359,498, the areas devoted to the popular hay declined year by year and after 10 years in which Alfalfa was yearly grown on over a million Kansas acres (1912-1921), the acreage in 1922 had receded to the same level it had in 1894. Wheat popularity was gaining ground. In 1923, the Alfalfa acreage was 884,694; last year it was 884,126. It now seems to be on a normal acreage and no sensational declines or advances are to be expected.

A PIG-CAFETERIA TEST

The use of a free-choice feeder is an excellent method of finishing market pigs if appropriate feeds are utilized. It is highly important that a good supply of each feed used be kept in the feeder at all times. These are the conclusions made from tests conducted at College Station, Brazos County, Texas.

Tankage and corn-chop proved to be efficient pork producers.

In a free-choice self-feeder system of fattening pigs, the pigs may not consume sufficient protein to balance the ration; if they are suddenly changed to a protein feed to which they are not accustomed. "If pigs do not consume a sufficient quantity of the protein feed offered, it should be mixed with the grain until they become accustomed to it," the bulletin says. This assertion seems to point toward the value of ready mixed and balanced feeds, rather than to the advantage of trusting the pigs to balance their own rations, cafeteria-style.

SCREENINGS AS FEED SIDE-LINE

Many elevator operators make a practice of donating their screenings to their customers, but a profit instead of a donation can be made if the manager goes about it right, declares Robert H. Black, of the United States Department of Agriculture.

With a better understanding of the feeding value of these screenings, farmers have become willing to pay even a higher price for mill oats than the elevator can secure by shipping to a terminal market. The prices which a country elevator can obtain locally for screenings and mill oats depend largely upon the sales ability of the elevator manager. In some localities, it may be necessary to create a demand for screenings and mill oats by educating the farmers to their feeding value. The United States Department of Agriculture has published a circular on "Screenings as Feed for Live-stock," copies of which can be secured free of charge from the United States Bureau of Agricultural Economics, Washington, D. C. This circular

contains much valuable information on the feeding value of screenings, and elevator managers can have copies of this circular sent direct to their customers upon request.

The operator of the country elevator can often increase his local market for mill oats and screenings by installing a feed grinder, which is advisable whenever space and power are available, because the screenings, except when fed to sheep, should be ground. Ground feed also brings a better price than ordinary screenings.

FEED COMPANY PLANS ADDING NEW MILL

The feed business has been good in the northern Pacific Coast trade, and shows signs of increasing further. The Falls City Mill & Feed Company, which owns a modern feed plant at 501 Howard Street, Spokane, Wash., has operated a feed business for 20 years, and in addition to the Spokane plant the company has one of the largest feed plants in central Washington, located at Yakima. With conditions as they are and with their business showing its present progress, the owners are contemplating the erection of another mill as soon as a suitable location can be had.

The Spokane plant is situated on the right of way of the Great Northern line and is equipped with private sidings. The mill has a capacity of 250



PLANT OF FALLS CITY MILL AND FEED COMPANY, SPOKANE, WASH.

tons, along with a grain storage capacity of 20,000 bushels. All kinds of prepared feeds and mashers are made, and the leading brand of the company is "Quality." They have three flour packers and three bran packers in operation.

The mill, as will be seen from the illustration, is of brick construction, and is four stories in height. The ground area measures 70 feet in length and 60 feet in width, and the feed plant was planned so as to be as near fire-resistant as possible. The mill builder was R. J. Roath, who also designed the plant. It was furnished with machinery provided by the Nurdyke & Marmon Company, Indianapolis, Ind., and the Barnard & Leas Manufacturing Company, Moline, Ill.

The electric power used for operating the mill is provided by central station, and is furnished by the Washington Water Power Company. The required amount is 50 horsepower. The rail facilities provided are supplemented by motor trucks, so that in the matter of transportation the company is well equipped. It has six motor trucks actively engaged in handling the shipping and receiving needs of the business. Such consignments as cannot be handled with ease and economy in the motor trucks receive rail service from the company's private sidings.

The officers and executives of the company are A. P. Johnson, president; A. W. Hathaway, general manager; W. W. Markham, business manager, and Clarence Streeter, head miller.

SOYBEAN FATTENING FEED

Possibility of a mixed feed containing soybeans is suggested from the facts contained in a recent Colorado Agricultural College bulletin. Many trials have been conducted in which soybeans have been compared to cottonseed meal as the only supplement to corn in fattening swine. In 12 trials averaged, 100 pounds of ground soybeans replaced 65 pounds of tankage and five pounds of corn in the feed necessary to put on 100 pounds of gain. Pigs that are fattening on soybeans as a supplement to corn will not gain quite as rapidly as those receiving cottonseed meal.

Soybeans fed to hogs are very apt to cause the production of soft pork. It must be used only as a supplement to corn or other starchy feeds, and should never be used as a fattening feed alone. If soybeans are used in a corn ration, to bring up the protein content of the ration only, bad results are not likely to follow.

SUED FOR SELLING POOR FEED

If a man buys hog feed that shrinks instead of fattening the stock, does the customer have a legal case against the feed dealer? Not so in the State of Mississippi, at least. In the case of the Batesville Hog Company vs. John Wade and Sons, decided by the Mississippi Supreme Court, the plaintiff sued for damages for loss of hogs, and shrinkage of others, attributed by plaintiff to inferior corn and chicken feed. Holding in favor of defendant, the court found that the evidence was insufficient to show that the damage to the hogs resulted from the feed. The court added:

"We find, further, that the proof does not clearly establish that the corn and chicken feed was of such a bad and defective quality as would be poisonous or injurious when fed to animals; and, moreover, it appears there was no express warranty of soundness of the feed, and in the absence of an express warranty, and as implied warranty does not apply to feedstuff for animals, there could be no liability for injuries resulting from the condition of the feed."

ALFALFA FOURTH KANSAS CROP

The total value of all the three principal Kansas hay crops is \$36,775,994. This represents a value of \$24,474,022 for Alfalfa hay (there is a slight discrepancy in the U. S. Government and Kansas State figures on the Alfalfa hay value for 1924, but both agencies figure it well over \$24,000,000), a value of \$6,946,889 for Prairie hay, an a value of \$5,355,083 for Tame hay. The valuation placed on Alfalfa hay ranks it as the fourth Kansas crop in point of value. It is outranked by a \$163,808,506 value placed on wheat, by the \$106,313,292 item of corn, and by the sorghums' value of \$37,924,248. This last value is but slightly larger than the total hay crop value of the state. Below Alfalfa hay in ranking value, are the crops of Kansas oats, barley, Prairie hay, Tame hays, potatoes, millet, flax, broomcorn, rye, and sugar beets.

BARLEY AS A FEED

Before Volstead made himself famous, about 32 per cent of this country's barley crop was used for malting purposes. Its chief use now is as a feeding grain, for during the three years ended June 30, 1924, only 3 per cent of the average annual production has been used for malting. As a feedstuff, barley is largely used on the farms where it is grown.

The suitability of the barley produced in different sections of the United States for particular uses, together with the demand for these special types of barley, is the chief factor in the market price. In the middlewestern and eastern United States, barley is used for both feeding and malting purposes. Except in years when barley grown in this section is exported to any considerable quantity, the price is determined by the domestic demand of barley for feedstuffs, malting purposes, and other minor uses. In this section, the price of feed barley closely follows that of corn, oats, and other feedstuffs.

In California, however, the situation is somewhat

different. Here a substantial proportion of the crop is exported each year; from 1921 to 1923 it averaged about 46 per cent. The export demand, therefore, is a strong factor in the price situation. On the other hand, the demand for feeding barley is particularly strong outside of the areas in which barley is grown and, as in some European countries, it is extensively used in place of corn and oats. Whether and to what extent the price is determined by the demand for malting and feeding barley depends in a large measure upon the size of the crop and the export demand for malting barley.

ADVISE SHIPMENTS

In their letter of August 7, Albert Miller & Co., of Chicago, say: "Continued light receipts of all kinds of hay force prices higher on both old and new. New Timothy and Mixed a ready seller, also new Upland Prairie.

"Where such hay is in condition to move, we advise shipping, for by marketing now, considerable is gained in weight."

HAY IRREGULAR IN NEW YORK

By C. K. TRAFTON

Undoubtedly one of the outstanding features in the hay market was the further widening of the breach between choice and inferior descriptions. As a matter of fact, the comparatively strong tendency in the better grades was somewhat surprising as it was the consensus of opinion that buyers would hold back for lower figures particularly as the receipts proved to be heavier. Still, receivers of superior qualities remained strong in their views claiming that farmers and country shippers were indefinite about selling, while on the other hand the abundant arrivals consisted largely of common and poor grades, the bulk arriving by river or canal boats. This hay was extremely hard to sell even at lower prices, notably in the case of Canadian which was in "distress." In fine, it was unsaleable even at huge discounts as much of it was exceedingly poor or damaged and, therefore, had to be sold so low that insufficient was realized to pay freight and other charges.

SUGGESTIONS FOR HAY GROWERS AND SHIPPERS

Walter L. Mitchell of New Haven, Conn., in a talk before the Michigan Hay and Grain Growers Shipping Association at Detroit, Mich., brings out some new suggestions relative to the hay business. He states that some of the unnecessary and appalling losses of shipping rain-damaged or otherwise low grade hay into markets can be remedied. The grower or farmer must realize on his hay crop—damaged or otherwise. He needs the money. It should not, however, be shipped as hay and forced upon a trade that does not want it. An opportunity is open for the Department of Agriculture in conjunction with the Farm Bureau to remedy much of this trouble.

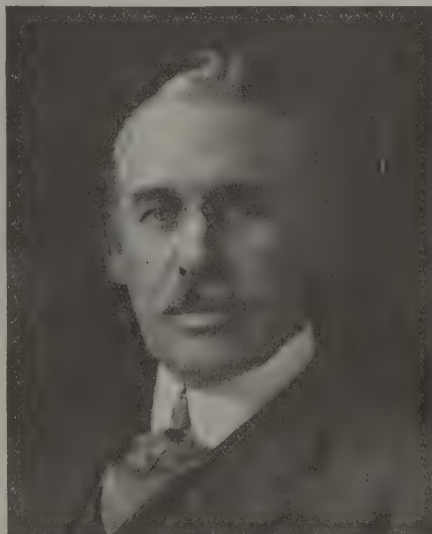
He calls attention to the recent reports that the world is short 100,000,000 sheep. The sheep population of the United States alone has decreased one-third since 1900. At the same time the United States wool manufacturers are consuming 900,000,000 pounds of raw wool while only 225,000,000 pounds are produced in this country. A wide open opportunity therefore exists to distribute the sheep industry in the hay shipping states, thus creating a home market for a large tonnage of the feedable hay that is undesirable to ship. It is feasible to enlist the assistance of the Department of Agriculture on this situation, and also in the work of further popularizing the legumes, Clover and Alfalfa, which show from two and one-half to three times the feeding value of Timothy hay.

The Farm Bureau has done a great work, Mr. Mitchell says, but there is yet a wide field and assistance needed in helping the farmers to arrange a better disposition of the hay crop which is always harvested with an uncertainty as to weather conditions. This year in particular, the outlook is for a large percentage of discolored and rain-damaged hay. This they should keep at home

and figure out some way to feed it, and in many cases it can be made to net more returns than the best hay sold to shippers.

Mr. Mitchell further strongly recommends the sampling of certain grades of feeding hay, owing to the fact that shippers and buyers in remote sections don't all comprehend the meaning of the official descriptions. Grading on the best Timothy is reasonably well understood but on Mixed hay much misunderstanding exists. Mr. Mitchell states the ideal sample should be made up about 16 inches long and three and one-half inches in diameter with each end turned in with a half twist, to comply with said dimensions, and then tied securely with string without any wrapper. One or more samples may then be wrapped in about three thicknesses of paper and will mail anywhere to good advantage. This sample has been found to be the most desirable size and shape not only to represent the hay but to enable a salesman to show something tangible to customers. No sample of hay put up otherwise after it is thoroughly dried can be divided and still be a correct sample of the original lot. Many lots of Mixed hay containing grasses and Clover of different mixtures are very desirable feeding grades. What a buyer in the East wants, is to know what he is going to get. The sample honestly and intelligently made, solves the problem.

A very important feature of the hay business



WALTER L. MITCHELL

should be an established uniform manner of describing hay. This should include the color, texture, and percentage of mixtures, described in that order. Such a code has never been established in the hay trade. Mr. Mitchell states that the heads of our Department in Washington are human, and that they really welcome suggestions, or even constructive criticism regarding all points of interest. In particular do they need the help of the Hay Growers and Shippers Association right now in the betterment of the hay business.

The buyer of a carload of hay wants to know what he is getting. Often times it is an important investment and he is entitled to know, but at present there is no adequate means of satisfactorily showing him in advance of the arrival of his car of hay. Incidentally, Mr. Mitchell has handled hay from both ends, as a buyer and receiver, for 40 years, and is especially fitted to advise of the troubles existent and at the same time offer some suggestions for improvement.

WILD HAY ACREAGE DECREASES

Production figures on "all hay," "tame hay," and "wild hay" for 1923 and 1924, show that of the three groups, wild hay is the only one showing a decrease in both acreage and value. In 1923, 15,556,000 acres in the United States were in wild hay, the value of which was estimated by Government experts, at \$136,734,000. In tons, the production was 17,366,000 tons, contrasting with the 14,480,000 tons of 1924. Last year's acreage was lower

than 1923's almost 3,000,000 acres, and the value of the tonnage lower by about \$22,000,000.

Tame hay figures show an opposite trend. In 1923, 89,250,000 tons, valued at \$1,261,486,000, were produced on 59,868,000 acres, as compared to the following figures for 1924; tonnage, 97,970,000; value, \$1,353,789,000; acreage 61,454,000.

Combining the totals of tame and wild hay, the tonnage volume of all hay in the United States last year was 112,450,000 tons; acreage, 76,385,000; value, \$1,467,648,000. The all-hay figures for 1923 are: 106,616,000 tons; acreage, 75,424,000; value, \$1,398,220,000.

RELATIVE VALUE OF HAYS AND BRAN

Three samples of Alfalfa hay have been subjected to digestion experiments at the Texas State College. Two of them were used for the purpose of feeding with other feedingstuffs, and a preliminary digestion experiment was made in each case. The Alfalfa hay used was somewhat low in protein, and high in fiber. It was readily eaten by the sheep. Alfalfa hay has about 70 per cent of the value of wheat bran. Prairie hay also was used in digestion experiments. It contains somewhat more crude fiber than the average Texas Prairie hay, and has a lower digestibility and feeding value. There is always waste feeding Prairie hay, which is difficult to take into consideration. In another experiment on digestibility, Rhodes Grass hay was used. The hay was eaten readily by one of the sheep, but not by the other. The digestibility of the hay eaten is quite close to that of the other hay. The productive value of the sample tested is higher than the average for Texas Prairie hay and is equal to Alfalfa hay.

MAY TREAT FEED WITH LIGHT RAYS

The feed manufacturers of the future may mix in so many parts of ultra-violet rays along with cracked corn, Alfalfa leaf meal, and other ingredients, if the findings of Professors Hart and Steenbrooks, of the Madison, Wis., Experiment Station, can be taken as indicative of certain changes that are about to take place in feed-mixing standards. The breeder of livestock has for some time recognized the necessity of minerals in the feeding of his animals, but too often he has failed to secure the results desired and has been at a loss to explain the varied success and failure. It is now believed that the failures are due to the lack of the vitamin that is imparted by the sun to feed and directly to the animals themselves. Experiments by Wisconsin experts as well as others (such as set forth in Bulletin 320, Orono, Me., Agricultural Experiment Station) have demonstrated that it is the ultra-violet rays from the sun, acting directly on the body of the animal and the feed that it eats, that is the primary factor in the assimilation of lime. In the absence of sunlight, rays from quartz and mercury lamps have been found to approximate the value of solar rays.

Exactly what may be the final outcome of these findings and their practical application, is for the future to determine. It does not necessarily mean the installation of quartz mercury lamps in the barn and poultry house. It may be that feeds can be so treated as to supply this vitamin—and it has already been done in an experimental way.

FEED COEFFICIENTS

Should a feed merchant bother with keeping posted on such formidable sounding subjects as a feed's coefficient of digestibility? The answer depends on whether he wants to be able to tell his customers something worth while about his feed, or whether he wants them to eventually find out that he doesn't know what he's selling.

The coefficients of digestibility are used to calculate the digestible constituents of a feeding stuff, and until about 10 or 15 years ago the digestible nutrients were used exclusively for calculating rations in the feeding of animals. Developments in scientific knowledge concerning feedingstuffs have rendered the use of digestible constituents in feedingstuffs an antiquated method, although many

people are still using them. The digestible nutrients do not show the real feeding value of the feeding stuff, for the reason that the nutrients digested are not of equal value to the animal body.

An illustration of this may be given by comparing the digestible nutrients of cottonseed meal and cottonseed hulls. The total digestible nutrients of 100 pounds cottonseed meal are 67.6, while for cottonseed hulls they are 35.3. One pound of cottonseed meal would therefore be equal to only 1.9 pounds of cottonseed hulls, based on the digestible nutrients. Any feeder knows that this is not correct, and scientific experiments have shown that it is highly incorrect, as cottonseed meal has a much higher feeding value.

The productive value may be expressed in terms of fat which the feed is capable of producing, or in terms of the heat, and energy that it may produce. In either case, the productive value represents more closely the actual feeding value than the sum of the digestible nutrients. For example, the cottonseed meal has a productive value of 17.1 and the cottonseed hulls a productive value of 4.1. One pound of cottonseed meal would therefore equal in feeding value 4.2 pounds of cottonseed hulls. This is confirmed by experiments.

NEW FEED BRANDS

"MINOR LEAGUE" horse and mule feed. John McKay Wilson, doing business as Meridian Grain & Elevator Company, Meridian, Miss. Filed May 6, 1925. Serial No. 213,942. Published July 14, 1925.

"BOZAC" stock feed. American Milk Company, Chicago, Ill. Filed June 1, 1925. Serial No. 215,120. Published July 21, 1925.

"LEAFALFA" meal made principally from Alfalfa leaf. The Denver Alfalfa Milling & Products



Company, Lamar, Colo. Filed May 20, 1925. Serial No. 214,589. Published July 21, 1925.

"GIBB MILK" dairy feed. J. T. Gibbons, Inc., New Orleans, La. Filed May 20, 1925. Serial No. 214,593. Published July 21, 1925.

"MOLO FEED" stock feed. Molasses Feeds Company, St. Paul, Minn. Filed May 5, 1924. Serial No. 196,605. Published July 21, 1925.

Trademark Registrations Renewed

47,619. Livestock and poultry food. Registered November 14, 1905. McCormick & Co. Renewed November 14, 1925, to McCormick & Co., Inc., Baltimore, Md., a corporation of Maryland, successor.

NEW YORK FEED MARKET IRREGULAR

By C. K. TRAFTON

General conditions in the feed market during the month in review were decidedly similar to those noted in my last review. There was again a tendency to weakness and unsettlement in the wheat feeds which was by no means considered strange for, as a matter of fact, a declining trend is almost always anticipated at this season.

Buyers have shown the usual intuition in holding off for lower prices, but much to their surprise and disappointment the receipts of wheat have failed to increase as rapidly as in former seasons and consequently prices throughout the interior have declined in a limited way only, and millers have been unwilling to offer their feed freely or to name important concessions on cost. Therefore, it has often been difficult to form an opinion as to values.

Early in the month corn feeds were a slow sale, as offerings were insignificant, largely owing to the limited supply of corn available and the high quotations. Afterwards the weather in the belt improved, which led to slightly lower prices.

High protein feeds were quiet as they always are in the summer or when the weather is hot but prices were strongly sustained on account of the meager stocks. This was especially true of cottonseed meal which should normally have been higher because of the smaller cotton crop.

Trade in beet pulp has continued exceedingly limited chiefly owing to the fact that supplies were uncommonly meager and hence it was difficult to secure quotations, although Italian pulp was quoted at \$38.50 f. o. b. New York. Dutch pulp and domestic were normal as practically none was offered.

HAY STRONG IN CINCINNATI

The Cincinnati hay market is advancing. This is the result of extremely light receipts and inferior quality. Top grades of Timothy and Light Mixed are in demand and will easily bring prices quoted. Indications point to light receipts and a firm market for the balance of this month.

We quote our market as follows: No. 1 Timothy, \$23@24; No. 2 Timothy, \$21@22; No. 3 Timothy, \$19@20; No. 1 Light Mixed, \$22@23; No. 1 Clover Mixed, \$22@22.50; No. 1 Heavy Mixed, \$19@20; No. 1 Clover, \$19@20; No. 1 2nd cutting Alfalfa, \$22@23; No. 1 rye straw, \$13@14; No. 1 Wheat straw, \$9@10.—*Mutual Commission Company, Cincinnati, Ohio, Market Letter of August 13.*

A new warehouse is to be erected at Medford, Wis., by E. Lindow & Son, feed dealers.

Belsher & Adams are building a store at Crowell, Texas, to be used for their feed business.

The feed and milling business of W. H. Long at Howard, Pa., has been discontinued by him.

The coal and feed business of Bert Wilkerson at Childress, Texas, has been bought by Calvin Jones.

Jacob London's feed store at Fremont, Neb., has been bought by Andrew Christofferson and Fred Kline.

The feed department of the Chas. Bliss Store at Walker, Minn., is to be conducted by Ernest Miller.

A new building for feed storage is to be built at Darlington, Ind., for the Farmers Grain & Seed Company.

A new building is being erected at Bloomington, Wis., by Albert Belmer which will be used as a feed mill.

The flour and feed business of Luther Arnold at Marshall, Ark., has been bought by Robert and Wayne Owens.

The feed and coal business of J. D. Chalfant, Wichita, Kan., has been bought by the City Coal & Feed Company.

Capitalized at \$10,000, the Oberst Feed Company has been incorporated at Blytheville, Texas, with W. T. Oberst president.

James G. Thomas has sold his interest in the Thomas-Boyce Feed Company of Attica, N. Y., to his partner, James Boyce.

A new warehouse is to be built at Norborne, Mo., for the F. M. Stamper Company, to take care of its flour and feed business.

A new warehouse is being built at Glendale, Ariz., for the Southwest Flour & Feed Company which will be used for handling hay.

The interests of W. P. Counts and Jeff Walter at Mt. Vernon, Mo., in the feed and produce business, have been sold to Fred Likens of Ash Grove.

After three years, A. Dunn has re-entered the feed business at Oklahoma City, Okla. He is manager of the Second Street Fuel & Feed Company.

The Rowland Warehouse at Sunnyside, Wash., has been leased by George Mathieson and George Miller who have opened up a feed store there.

W. L. Edmundson, H. H. Fred, and H. L. Roberts have incorporated at Houston, Texas, as the United Hay Company, capitalized at \$10,000.

W. M. Igou has incorporated his feed and fertilizer business at Eustis, Fla., and with Douglas Igou and J. Earl Myers will operate as W. M. Igou, Inc.

The Lincoln Mill Company has sold the Merrill Flour & Feed Store at Merrill, Wis., to the Merrill Elevator Company, which took possession August 1. The mill will continue to operate its mill and warehouse.

Harry A. Olendorf is now associated with the J. J. Badenoch Company of Chicago, Ill. He was

formerly purchasing agent for the Arcady Farms Milling Company, then manager of the company's St. Louis branch and later with the Kansas City branch of the same concern.

A warehouse and feed mill is being built at San Diego, Calif., for F. A. Van Riter, former partner of Van Riter & Clemens of La Mesa and Santee, Calif.

The interest held by T. S. White in the feed and builders supply business at St. Helens, Ore., has been bought by R. S. McKie, his former partner.

The West La Mesa Feed Company is building a new warehouse at La Mesa, Calif. George Walters, John Wharton and A. T. Johnson are interested.

A modern store building is being erected at Pomona, Calif., for the Findlay Feed & Fuel Company. The company plans to have a special seed department.

The business of the Hoaglund Feed & Fuel Company at Riverside, Calif., has been bought by H. Lerner, who is operating as the Riverside Grain & Milling Company.

The partnership of H. W. Howard & Co., feed and flour jobbers of Cincinnati, Ohio, has been dissolved and Tom Crooks has withdrawn from the firm. Mr. Howard will continue it.

The Puritan Mills just recently took over the property at Chicago, Ill., until recently the site of the Western Feed Manufacturers and prior to that the Edwards & Loomis Company.

A flour, feed and seed warehouse has been completed at Van Buren, Ind., for the Farmers Equity Exchange. The capacity of the plant will be from six to eight cars of feed and seed.

The Lathrop Hay Company, Hollister, Calif., has changed its name to Lathrop Hay & Grain Company. This follows the absorption of the Hollister Warehouse Company by the hay firm.

A new poultry, egg and feed business has been opened in Sheldon, Iowa, by the Sjoström Bros. of Marcus. The company also has branch houses at Le Mars, Cherokee, Hawarden, Alton and Sheldon.

The feed, poultry and produce business and stock of Leonard Hunter at Holt, Mo., has been bought by the Holt Grain & Supply Company, which operates the elevator and handles grain, feed, coal, poultry and produce.

The feeds, fertilizer, seed and farm supplies business at Bath, N. Y., has been sold by the Dairymen's League, Inc., to three Bath residents for \$18,000. The League was formed about six years ago by the farmers of the neighborhood.

To conduct a general wholesale business in feeds, fertilizers, and fuel, the Packer Products Company has been incorporated at Chicago, Ill., capitalized at \$3,000. Harry R. Ready, Louis V. Mahany and C. F. Karstrom are interested.

Leon Dowell is to be in the hay business on his own account at Baltimore, Md. He was formerly in charge of the hay department of G. A. Hax & Co. of that market. This company has now discontinued its hay department.

Articles of incorporation have been filed by R. L. Coles, F. S. Coles and W. G. Coles as the Coles Bros. Feed Company, Inc., of White Plains, N. Y. The firm, which will conduct a feed business, is capitalized at \$50,000.

The business of the Corona Feed & Storage Company at Corona, Calif., has been bought by McNicholl & Johnson. It consists of a one-story brick building with capacity of 400 cars, a modern feed mill and bean cleaning machinery.

The Shawano Flour & Feed Company has been organized at Shawano, Wis., by A. O. Anderson. M. A. Peterson is associated with him in the enterprise, which will include handling flour and feed and conducting a custom grinding.

The plant of the Transit Milling Company of Cincinnati, Ohio, at Lawrenceburg, Ind., has been completely remodeled. S. T. Edwards of S. T. Edwards & Co., Chicago, did the work. The company's capacity is 10 cars, but there is room for considerable expansion.

Machinery for manufacturing dairy feed has been installed by F. M. Kenyon, feed miller of Williamson, N. Y., who bought one of the warehouses of the General Milling Company. He has formed the Keno Feed & Grain Company and will operate as such.

W. L. Hutcheson has bought the flour and feed plant at Taylor, Texas, from the Texas State Bank, holders of the assets of the Tip Top Milling Company. The equipment is being shipped to Oklahoma City where Mr. Hutcheson conducts an equipment business.

Indications from recent reports are that corn in Hungary and other Danube countries has made favorable progress and the outlook is for a crop above average. Conditions in Italy are also favorable.

ASSOCIATIONS

MICHIGAN HAY AND GRAIN MEN MEET

On July 27 the Michigan Hay and Grain Association held its twenty-fourth annual convention at the Hotel Tuller, Detroit, Mich., with an unusually large attendance. The welcome to the city was expressed in a speech by Corporation Counsel John Atkinson, who was introduced by John L. Dexter of Detroit. The Membership Committee's report was made by A. M. Sheffield, chairman, and the report of the Statistics Committee was given by L. M. Swift, chairman.

Ralph A. Hayne of the Agricultural Extension Department of the International Harvester Company, Chicago, spoke on Alfalfa, and the general trend of his talk is recorded elsewhere in this issue. Walter L. Mitchell of New Haven also spoke and his address is published on Page 117 of this number. Other speakers of prominence included Frank J. Delaney of the Chicago Board of Trade, on "American Marketing Methods," J. F. Cox of the Michigan State College of Agriculture, given in our Seed Department of this issue, and L. P. Dendel of the Michigan Millers Fire Insurance Company. Charles Quinn, secretary of the Grain Dealers National Association discussed Federal legislation, and W. E. Murphy made an address on behalf of the Horse Publicity Association.

Secretary T. J. Hubbard said in his annual report:

SECRETARY'S REPORT

In my report of the past year's work of your Association, I shall endeavor to outline briefly, some of the things we have accomplished, others in which we assisted in securing benefits for grain and hay shippers of Michigan, which resulted in a saving of a considerable amount of money, thus increasing the net returns from their business. I will also offer a few recommendations for the next fiscal year.

During the past 12 months, I have published and mailed to our members both active and associate, a total of seven bulletins. Instead of issuing these bulletins about a certain time each month, I have endeavored to conserve our resources, and have published them as often as there were matters of sufficient importance to require the attention of our members. In the preparation of these bulletins, I have endeavored to have them contain matters of interest to shippers and receivers of both grain and hay, so that all of our members would feel that we were endeavoring at all times to protect their interests. I also continued the plan inaugurated in 1924, of publishing suggestions in each bulletin, in regard to care of property and machinery, handling of charge accounts, prevention of fire losses, annual audit of books, monthly check of insurance policies so as to be sure that your buildings and contents were fully covered by insurance at all times.

Traffic Matters

In these we have accomplished more for our members the past year, than in any other way, and there are still greater results yet to be secured which I will let Chairman Paul George of our Transportation Committee and Traffic Manager Welker, tell you about in their reports which are to be heard later. The special hay rates which went into effect May 15, to points in the Carolinas, and the new class rates which go into effect September 10 from Michigan points to Central Freight Association territory, also the new rates between points within our state, which become effective on the same date, will save every shipper in one year more than enough to cover the cost of annual dues in our Association for a lifetime.

Legislation Matters

As Chairman Frutchev of our Legislative Committee will not be with us today, I will include his report with mine. During the past year nothing has transpired in the national or state legislature which has seriously affected the business in which we are engaged. An effort was made during the last session of Congress to revive the McNary-Haugen Bill, but prompt action by those opposed to it prevented a vote being taken before Congress adjourned.

During the months of January and February of this year, your secretary received letters from two or three of our members, suggesting some changes in the Michigan Feedstuffs Law, which they thought would work to better advantage for feed grinders or manufacturers located in this state. I therefore arranged for a conference with Mr. Gaegle, of the Feedstuffs Division of the Michigan Department of Agriculture, for the afternoon of March 17, and mailed out on March 7 about 550 postal card invitations to the elevator and flour mill operators of Michigan, asking them to attend this conference and submit any suggestions they had to make in the way of proposed changes in the law. Just three elevator operators and your secretary were present at the meeting. Mr. Brown of Chicago, secretary of the American Feed Manufacturers Association and two or three state feed inspectors were also there. In my Bulletin No. 6, I covered fully the result of the conference. The Department of Agriculture is opposed to any change in the present law which would reduce the revenue received from the present license fees, as it would reduce the efficiency of the present inspection system, thus reducing the effectiveness of feed regulation. It is also opposed to increasing the exemptions or permitting the grinding and mixing of any grains other than pure corn and oats as specified in the present law. It is obvious that any reduction in license fees, or the changing to a tonnage tax, or any other deviation from the present feedstuffs law, must be on an equitable basis and necessarily affects non-residents in the same manner as Michigan manufacturers. Otherwise this would be class legislation and unfair.

It is my belief from a talk which I had with Mr. Gaegle a short time ago that if those who are in-

terested in having the present feedstuffs law changed will get together for a conference some time between now and the next session of the state legislature and adopt some concrete plan, under which the present license fees can be reduced for both resident and non-resident manufacturers, and at the same time maintain the revenue at its present level, or increase it, that the Department of Agriculture will give it serious consideration, and if found workable, will be willing to co-operate to have the desired changes incorporated in an amendment to the present law.

Membership and Dues

At the time I rendered my report at the last annual convention, our active membership was 128, of which 11 were owing your Association dues for the year 1923-24 amounting to \$77. During the last 12 months we have taken in 16 new members, of which your secretary secured 10, A. N. Sheffield 2, L. M. Swift 2, Harry Northway 1, and President White 1. We have lost during the past year 20 members, 4 resigned, 4 went out of business, 1 associate member was expelled for unbusinesslike conduct in his dealings with fellow members, and 11 were suspended for nonpayment of dues by your Board of Directors. In addition to these, one member, Mr. Christian Breisch of Lansing, was taken from our midst by death during the past year. Our active membership as of July 15 stands at 124. Since that date your secretary has secured two new members, one resident and one non-resident.

I wonder if some of you realize the amount of correspondence which President White and I have handled the past 12 months. President White has written over 1,000 letters, and your secretary over 1,500 besides preparing data for the seven bulletins mailed you during the year. This is too much work for two members to handle, and I am frank in saying to you gentlemen that I would not care to accept the duties of secretary and treasurer for another year unless I have your assurance of closer co-operation.

If the bulletins I have been sending you are not appreciated and are filed in the waste basket without being read, we had better discontinue their publication, and use the money spent for printing and postage for other purposes. It has been my desire to keep you posted with information of value to your business, through the medium of these bulletins, and a few of our members during the past year have expressed their appreciation of my efforts in this direction. You are going to get out of your Association just according to what you put into it. We can just as well have 300 active members as 124, if you will all help and work with the new Membership Committee which will be appointed by the president-elect to serve during the coming year. In our state, there are at the present time between five and 600 shippers of grain and hay, and I would like to suggest that district meetings be held during the months of September and October in the cities of Adrian, Battle Creek, Owosso, Alma, Saginaw and Port Huron, to which the shippers from the surrounding territory will be invited. Hold the meetings in the evening with a dinner at a nominal price, and let several of our present members attend, and following the dinner give short talks with the idea in mind of creating an interest in our association on the part of those in attendance who are not members. Various subjects of a local nature can be discussed and such meetings made very interesting, and an explanation of the work of our association would undoubtedly secure several new members.

There is one matter that I desire our members to keep in mind at all times and that is we are still compiling a list of undesirable customers, that is dealers in grain and hay, who have been found by our members to use unethical tactics in the conduct of their business. Whenever one of these fellows gives you a raw deal on one or more of your shipments, your secretary will appreciate the details by letter, so that I can post our other members through the medium of our bulletins as we have been doing the past two years. Your secretary is glad to act as an information bureau for all members, if they care to call him on the phone. If he hasn't the information in hand which you desire he will be glad to get it for you. Several of our members have phoned me the past year for market information, commercial standing of prospective customers, information regarding freight rates and railings, and various other matters on which they needed posting. This is one of the most important services which your membership provides, and you should all feel free to take advantage of it.

Arbitration

There is one other branch of our service that I desire to bring to your attention before concluding my report, and that is the matter of arbitration of differences between members of our Association, or between a member and a non-member. Your association maintains an efficient Arbitration Committee of three members whose duty it is to render a fair and impartial verdict based on the evidence presented by the plaintiff and defendant in each case submitted to them. The cost of an arbitration is \$10 each for the plaintiff and defendant, and the one receiving the award of the Arbitration Committee after reviewing the evidence, is refunded \$5 of his deposit, thus making the net cost in each case \$15. Another reason I am bringing this part of our service to your attention at this time is that the new Federal Arbitration Act which was passed during the last session of Congress goes into effect January 1, 1926. This law makes enforceable in Federal courts the awards of arbitrators. Many large business concerns are already drafting arbitration clauses for inclusion in their contracts; these must be properly drawn and a working knowledge of the new law is necessary.

Uniform state arbitration laws will be sought in most states within the next year, and there will be much private and public discussion of them.

The new Federal law provides a written agreement in a contract to submit any controversy arising under the contract to arbitration is valid, irrevocable and enforceable in Federal courts. Thus the authority of the courts is behind the private arbitration action, even though the court may never be called into action. If an arbitration agreement exists, then the parties must arbitrate. When the arbitrator renders an award, it must be accepted, or the court will enforce it. Parties may choose their own private arbitra-

tor or arbitrators, but if they do not, the court will appoint them. There are certain safeguards to insure justice; the court may review arbitration awards for fraud or misconduct, and either modify or set them aside, but only for certain definite restricted reasons. The agreement to arbitrate is entirely voluntary but having been agreed upon it cannot be disregarded. Only disputes involving \$3,000 or more, and arising in interstate commerce are enforceable in Federal courts.

Private arbitration of disputes does these things: Saves much of the cost of litigation, cuts down the time of settlements, "gets the money and washes the slate clean," avoids the terrible congestion of the courts, allows settlement at the hands of an arbitrator who knows the trade practices peculiar to the dispute. In actual practice, the existence of an arbitration agreement in a contract serves to stimulate settlement of disputes without resort to arbitrators or appeal to courts. "Justice is not always justice"; one party cannot afford litigation, even if he loses. Arbitration tends to produce quick justice, cutting sharply to the issue, and settling it. It provides a system of business men's courts, by, for and of business men.

In conclusion I would suggest the following as a model arbitration clause to use in your contracts: "Any and all controversies arising under or out of or in connection with, or relating to the agreement of which this is a part shall be submitted to arbitration, and judgment upon any award rendered may be entered in the highest court of the forum, state or Federal, having jurisdiction in the premises." This is a general form, which may vary with states, or lines of business. I would suggest that you consult your attorney for the form most suitable for your needs. Such an agreement will not be enforceable under the Federal law on contracts made prior to next January 1.

The report of the Board of Directors was given by President H. R. White, in which the following was stated:

BOARD OF DIRECTORS' REPORT

Our predictions at the convention at Adrian, that all indications pointed to a much better time for the growers and that we could look forward to much better prices for the producers in general fully materialized the past season.

When we say the farmer will find himself \$500,000,000 richer by the end of June than he was at the same time last year, we speak nationally, of course. However, this increased prosperity is by no means evenly distributed. It is principally found in wheat, cotton and tobacco sections, some of which had very unsatisfactory yields the year before and in some cases for two or three years past. The largest gain has been felt in North Dakota, where there is a 95 per cent increase in farm income. Oklahoma has a 51 per cent increase; Kansas 36; Mississippi 33; Arkansas 31 per cent, ranging down to a slight increase of 2 per cent for Iowa.

In the face of the fact that Winter wheat is the smallest crop in the last 10 years and that more than one-fifth of the area planted in Winter wheat last summer has been diverted to other crops and other discouraging situations that are effecting the growing foodstuffs we are optimistic. There has been a steady progress for two years, farmers are in a better frame of mind. Great industries have shown a developing interest in finding out the true agricultural situation. This is encouraging.

Of added importance during the past year has been the rapid development of the use of radio in setting to the farmer educational and economic information of utmost importance. The problem of over-production is being met in two ways: First, better background for his production work; second, diversification is finding its converts. The economic depression that followed the war was a stern teacher.

While it is an admitted fact that the cost of delivery with horses is fully one-third cheaper than with the gas truck, the smaller stores are, nevertheless, discarding the light work horse and installing one and two-ton trucks. Probably the reason for the merchant doing this is due not only to the fact that the consumer pays for this increased cost, seemingly without complaint, but that it is much easier to get men or boys to operate a truck than to get someone to drive and take care of a horse.

However, it is our opinion that the consumers are going to take more notice of the delivery cost in the future and that not only will the heavy draft horse and race horse be wanted, but the delivery horse of 1,200 pounds to 1,500 pounds as well. For this reason we believe that in order to receive profitable returns the breeders of horses and mules should consider carefully the kind of stock they are to raise. It costs no more to raise a thoroughbred than a plug. Refer to the late issue of the *Country Gentleman* and read what George E. Wentworth says regarding the breeding of the American draft horse.

There are still 23,000,000 horses in cities and on farms in the United States, and the hay crop that they helped to consume last year was worth approximately \$1,500,000,000, which is nearly \$200,000,000 in excess of the cost of gasoline. Estimates for the year 1924 indicate that there are about 15,000,000 automobiles in use in the United States consuming more than 7,500,000,000 gallons of gasoline a year.

Few people realize that the hay crop ranks third in importance in the United States, following directly after corn and cotton. The value of the 1924 crop is estimated by the United States Department of Agriculture at \$1,460,000,000, or \$437,000,000 more than the value of the wheat crop, nearly twice that of the oat crop and greater than the value of all the fruits and vegetables produced in the United States. About 76,000,000 acres are devoted to hay production, which is greater than the acreage of any other crop except corn. It is almost half again as large as the wheat acreage, and nearly double the acreage of cotton or of oats.

Notwithstanding its ranking position, hay has received less attention with respect to standardization of the product and marketing methods than any other of the major crops. The hay trade as far as Michigan dealers were concerned was perhaps the most unsatisfactory of many years. Our recommendations to the growers all season were to keep their old hay and plow under the new crop giving the land the much needed humus, however, drought has reversed this and we have an entirely different problem to solve this season.

The survey indicates as a whole a decidedly light crop, with Michigan, Ohio and Indiana the lightest in the order named, and averaging about 40 per cent of a crop. New York, New Jersey and Pennsylvania show somewhat better an average of 64 per cent. On the other hand every state reports considerably more old hay back than usual, held principally by farmers, averaging over the six states about 21 per cent of a crop. We unquestionably have a light crop but

have a large carry-over from the 1924 crop. Commenting generally, shippers report the Clover crop of a better quality and quantity than Timothy.

As the first cutting hay this season will have only a fair shipping value, it's up to us to prepare the second and third cutting as choice hay to take the place and be the shipping hay along with the old hay. There was about \$10 per ton difference in the markets this season between the actual sale price of first cutting Alfalfa and choice second and third cutting fine stem leafy pea green Alfalfa; \$2 to \$5 per ton difference between the price of the last two cuttings of Alfalfa; depending on whether they were cut early the proper time so that it remained soft and pliable or cut late so that it dried out and was brittle and when baled and shipped it was all broken up, leaves powdered and stems bare.

We have a sample of old crop California Alfalfa that holds its leaves and is the hay, the trade in the East are paying a premium for. Michigan Alfalfa should be the hay that commands the top of the market and that rests with the grower if he will cut each crop of Alfalfa hay at once just as soon as the crown starts to sprout, (it's a mistake to wait till the hay is in full bloom). It will give the new crop a greater opportunity to come on and get out of the way before the late hot summer weather. We also urge cultivating with a spring tooth drag or disc harrow of the Alfalfa fields, after the first cutting is taken off, this will clean out grass and weeds if there are any and improve the condition of the Alfalfa fields in general.

We heartily approve of and are interested in the "Hay Day" demonstration work our State Agricultural Department is doing in showing the grower how best to secure and prepare the Alfalfa crop and we are disappointed that we have been unable to personally attend one of these demonstrations in our or the nearby counties. The zone rate decision is a boon to Michigan shippers and it's pleasing that our Association assisted in this.

We are firm in our belief that if our Association had the money now spent by the growers trying to break in industrial lines and this money spent in suitable advertising, convincing producer that it was for his interest to grow quality hay and the dealers to properly grade and load this hay that we could build for Michigan hay a reputation equal to what the Californian has on his oranges, lemons, raisins, etc. This also applies to grains—Michigan should be known the country over as the place to get the best Soft Winter wheat, Rosen rye and seed oats, and proper standardization coupled with suitable advertising would bring the rest of the country to Michigan for seed grain, forage, as well as for quality poultry and stock.

The amount now subscribed by the grower each year could well be put in the hands of a proper advertising agency, half of it spent in helping the grower to produce the best grains, forage, poultry and live stock in the world and the other half spent in telling the world Michigan was the place to purchase. Surely this would go far to increase the returns to the producer and make a much more pleasant business to handle for the dealer.

RESOLUTIONS

The following resolutions were offered by the committee, which consisted of Charles Quinn, Harry Gates and A. M. Sheffield, and were adopted by the convention:

Resolved: That we are unalterably opposed to the passage by Congress of any legislation designed to subsidize from the Federal Treasury the co-operative movement among farmers. We are not opposed to the principle of co-operation, if it is supported and fostered by the farmers themselves. But we are strenuously opposed to any attempt of farm leaders to promote through subsidy that which in its last analysis must stand, the test of economic service and efficiency.

Resolved: That we are opposed to any national legislation which has for its object the entrance of the Government into private business. All such measures as the McNary-Haugen Bill, which aim to dispose of the surpluses of farm produce through Government agencies, are in conflict with the principle of private initiative upon which this Government was founded.

Resolved: That our secretary be instructed to mail to the Secretary of Agriculture and our Michigan senators and representatives resolutions favoring amendments to the Capper-Tincher bill, permitting the re-establishing of privilege trading in recognized primary grain markets, believing this to be the most reasonable and sensible solution of eliminating the wide, dairy fluctuations in the grain markets. Past experience has taught us that privilege trading is a vital necessity in our marketing machinery; therefore our appeal for its re-establishment.

Officers elected were: Tracy Hubbard as secretary; A. J. Goulet of Midland, Mich., president; E. B. Dashlein of Unionville, first vice-president, and H. Frutchey of Gaines, second vice-president, and along with them, also the following directors were elected for two years: John McAllister of Bancroft and W. I. Biles of Saginaw. The retiring president, H. R. White of Scotts, was elected a director for one year.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for July:

BALTIMORE—Reported by James B. Hessong, secretary of the Chamber of Commerce:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus....	2,095,659	947,907	896,144
Corn, bus....	39,551	39,923	.....
Oats, bus....	36,564	177,357	109,752
Barley, bus....	174,373	.....	.....
Rye, bus....	131,369	80,539	392,691
Malt, bus....	43,023	2,252	1,932
Buckwheat, bus....	1,228	.....	.....
Straw, tons....	10	165	.....
Hay, tons....	749	1,102	.....
Flour, bbls....	88,235	87,169	21,250
			15,385

CAIRO—Reported by M. C. Culp, chief grain inspector and weighmaster, the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Corn, bus....	47,209	71,831	47,221
Oats, bus....	1,131,964	809,383	1,171,469
			56,663
			917,754

CHICAGO—Reported by J. J. Fones, secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus....	6,008,000	3,590,000	1,800,000
Corn, bus....	2,917,000	4,926,000	4,105,000
Oats, bus....	4,212,000	3,579,000	6,521,000
Barley, bus....	478,000	414,000	133,000
Rye, bus....	21,000	2,210,000	1,488,000
Timothy seed, lbs....	687,000	507,000	323,000
Clover Seed, lbs....	68,000	1,000	114,000
Other grass seed, lbs....	391,000	204,000	325,000
Flax seed, bus....	98,000	111,000	1,000
Hay, tons....	11,116	11,773	510
Flour, bbls....	1,129,000	1,015,000	759,000
			688,000

CINCINNATI—Reported by D. J. Schuh, executive-secretary of the Grain & Hay Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus....	1,099,000	860,000	253,000
Corn, bus....	457,000	522,200	217,000
Oats, bus....	254,000	350,000	76,000
Barley, bus....	11,200	4,200	138,000
Rye, bus....	4,200	19,600	1,400
Flax seed, bus....	5,600	4,200	.....
Hay, tons....	4,202	6,644	.....
Flour, bbls....	7,740	1,680	.....

DENVER—Reported by C. B. Rader, secretary of the Grain Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus....	399,000	315,000	13,500
Corn, bus....	404,550	514,600	89,900
Oats, bus....	154,000	98,000	74,000
Barley, bus....	23,800	45,900	17,000
Rye, bus....	3,000	1,500	.....
Hay, tons....	500	440	.....
Beans, cars....	.....	.....	77
			79

DETROIT—Reported by C. B. Drouillard, secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus....	90,000	44,000	10,000
Corn, bus....	15,000	5,000	10,000
Oats, bus....	95,000	62,000	8,000
Rye, bus....	10,000	8,000	.....

DULUTH—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus....	1,496,354	2,174,551	4,564,587
Corn, bus....	7,816	191,497	24,439
Oats, bus....	851,687	176,680	2,932,311
Barley, bus....	1,012,695	187,130	943,761
Rye, bus....	183,040	1,994,436	1,625,732
Flax seed, bus....	458,327	119,079	230,510
Hay, tons....	599,935	655,160	625,685
			679,045

PORT WILLIAM, ONT.—Reported by E. A. Ursell, statistician of the Board of Grain Commissioners:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus....	6,662,161	13,083,027	16,147,839
Corn, bus....	1,609	6,680	1,609
Oats, bus....	4,988,900	7,885,553	5,684,788
Barley, bus....	1,502,447	1,236,361	1,977,384
Rye, bus....	135,376	617,630	1,090,537
Flax seed, bus....	545,461	266,151	606,770
Mixed grain, lbs....	2,764,580	5,817,570	1,286,234
			1,018,940

INDIANAPOLIS—Reported by Wm. H. Howard, secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus....	1,392,000	450,000	602,000
Corn, bus....	1,100,000	1,597,000	948,000
Oats, bus....	862,000	520,000	766,000
			590,000

KANSAS CITY—Reported by W. R. Scott, secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus....	10,744,650	19,730,256	4,625,100
Corn, bus....	890,000	1,423,750	1,632,500
Oats, bus....	887,400	153,000	420,000
Barley, bus....	73,500	34,500	33,800
Rye, bus....	3,300	15,400	5,500
Bran, tons....	4,520	3,380	25,120
Kaffir Corn, bus....	221,100	249,700	263,000
Hay, tons....	30,834	15,864	42,968
Flour, bbls....	67,925	60,450	592,800
			497,900

MILWAUKEE—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus....	747,600	133,000	104,494
Corn, bus....	250,120	938,000	854,155
Oats, bus....	1,168,000	732,000	430,900
Barley, bus....	554,000	361,600	95,378
Rye, bus....	21,995	128,765	50,259
Timothy Seed, lbs....	30,000	180,000	385,005
Clover Seed, lbs....	.....	6,850	441,416
Malt, bus....	60,844	69,300	306,600
Flax Seed, bus....	24,310	4,290	2,455
Feed, tons....	4,327	5,430	10,451
Hay, tons....	936	1,288	120
Flour, bbls....	256,360	293,310	37,650
			50,250

MINNEAPOLIS—Reported by G. W. Maschke, statistician of the Chamber of Commerce:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus....	5,622,350	5,460,210	3,206,130
Corn, bus....	706,950	992,280	671,240
Oats, bus....	1,908,750	1,010,750	3,071,610
Barley, bus....	774,640	399,540	753,500
Rye, bus....	114,770	427,410	177,930
Flax Seed, bus....	236,110	264,000	63,860
Hay, tons....	2,077	2,018	179
Flour, bbls....	48,338	65,812	1,077,477
			990,035

NEW ORLEANS—Reported by S. P. Fears, chief grain inspector and weighmaster, the Board of Trade, Ltd.

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus....	214	916	632,837
Corn, bus....	174	305	336,732
Oats, bus....	35	41	45,375
Barley, bus....	4	6	.....
Rye, bus....	2	22	.....

MONTREAL, QUE.—Reported by J. Stanley Cooke, secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus....	9,696,329	15,727,121	8,764,954
Corn, bus....	32,608	14,697	14,697
Oats, bus....	5,973,733	1,512,471	5,322,290
Barley, bus....	928,120	818,266	639,609
Rye, bus....	4,464,679	2,344,506	4,345,167
Flax Seed, bus....	96,076	36,255	.....
Hay, bales....	84,642	90,039	29,575
Flour, bbls....	373,625	351,544	523,873
			335,118

NEW YORK CITY—Reported by H. Heinzer, statistician, the Produce Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus....	5,010,700	1,943,000	6,587,000
Corn, bus....	53,500	508,000	22,000
Oats, bus....	1,201,000	2,419,000	1,469,000
Barley, bus....	1,822,700	406,700	7,750,000
Rye, bus....	701,000	1,384,000	989,000
Clover Seed, lbs....	400	11,200	\$591
Flax Seed, bus....	15,500	570,000	.....
Hay, bales....	\$9,042	\$6,663	.....
Flour, bbls....	937,977	729,763	540,000
			47,539

*Tons; †Sacks; ‡Bales; §Bags.

OMAHA—Reported by F. P. Manchester, secretary of the Grain Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus....	2,865,800	2,368,800	1,107,400
Corn, bus....	543,200	1,150,800	628,800
Oats, bus....	1,638,800	724,000	1,170,000
Barley, bus....	14,800	12,800	17,800
Rye, bus....	18,200	47,600	11,200
			91,000

PEORIA—Reported by John R. Lofgren, secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus....	193,850	101,700	141,750
Corn, bus....	1,343,900	1,344,150	562,550
Oats, bus....	917,500	628,200	502,000
Barley, bus....	77,000	46,200	19,600
Rye, bus....	1,200	2,400	1,200
Mill Feed, tons....	21,380	19,210	23,105
Hay, tons....	1,430	700	180
Flour, bbls....	148,800	197,600	152,000
			169,000

PHILADELPHIA—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus....	1,211,933	527,480	1,072,481
Corn, bus....	10,402	42,581	17,825
Oats, bus....	292,343	172,883	230,790
Barley, bus....	52,042	1,831	98,333
Rye, bus....	25,644	3,672	40,646
Flour, bbls....	182,906	194,974	7,763
			22,636

ST. LOUIS—Reported by Charles Rippin, secretary of the Merchants Exchange:

	Receipts		Shipments	
	1925	1924	1925	1924
Wheat, bus. . .	6,969,000	3,692,261	4,136,170	1,599,120
Corn, bus. . .	1,009,400	3,700,575	1,009,856	1,976,580
Oats, bus. . .	2,664,000	1,832,000	1,928,000	1,633,970
Barley, bus. .	65,600	41,600	38,400	21,400
Rye, bus. . .	15,600	67,600	8,400	21,300
Kaffir Corn, bus.	70,800	10,800	96,000	46,640
Hay, tons. . .	7,440	5,316	2,892	2,955
Flour, bbls. . .	452,640	440,800	446,150	465,480



INDIANA

The elevator of the Linebarger Bros., at Bloomington, Ind., is to be rebuilt.

A new elevator is being built at Bloomington, Ind., for the Lucas Coal & Grain Company.

A large warehouse for handling feed and flour is to be erected at Darlington, Ind., for the Farmers Grain & Seed Company.

The elevator and feed store at Deedsville, Ind., have been bought by F. Longstreph of Mahomet. He assumed charge July 15.

The name of the Goodrich Bros. Hay & Grain Company of Winchester, Ind., has been changed to the Goodrich Bros. Company.

The elevator at Walnut (Argos p.o.), Ind., has been bought by Isaac Reed & Son from James F. Myers whose headquarters are at Argos, Ind.

A coal and grain house is being established near Clear Creek, Ind., by the Lucas Coal & Grain Company. Orville Lucas will be manager of the business.

C. T. Martin of Wolcott has bought the Goodland, Ind., elevator of the Farmers Co-operative Company. He is operating it as the Goodland Grain Company.

The Co-operative Elevator Company has bought for \$10,400, the Ed Taylor Elevator at Montmorenci, Ind. The possibilities are that the elevator will not be operated.

Kraus & Apfelbaum of Ft. Wayne, bought the elevator of the Farmers Elevator Company at Pierceton, Ind. The price paid was \$7,135 and included the elevator, contents and coal sheds.

H. E. Kinsey of Leesburgh has bought the Kinsey Bros.' grain elevator at Roann, Ind. C. C. Hensler will continue to act as manager of the elevator. The name of the company has been changed from the Kinsey Bros. to the Central Grain Company.

The Grabill Grain Company has bought the Witmer Grain Company at Grabill, Ind. A partnership has been formed to operate under the former name by U. Kipfer, J. Souder, Henry Souder and Eli Souder. Some improvements and changes will be made.

Articles of incorporation have been filed by the Heilman & Heilman Company of Elkhart, Ind., capitalized at \$10,000. The company will handle grain, livestock, seed, fertilizer, etc. John O. Heilman, Abram L. Heilman and William R. Thomson are interested.

EASTERN

The grain and feed warehouses of the Landry Bros., at Boston, Mass., which burned, are to be rebuilt.

The property of the Saugatuck-Westport Grain Company at Westport, Conn., which burned, is to be rebuilt.

To deal in grains and cereals, the Rialto Elevator Company has been organized at Dover, Del. The firm is capitalized at \$500,000.

John C. Ellison, Fred W. Fisher and Richard K. McWilliams have incorporated at Haverhill, Mass., at the Ellison Coal & Grain Company. The firm is capitalized at \$50,000.

David Deutch, Nathan Weisglas, Joseph Wallach and S. Shisman have incorporated the Milhurst Milling Company at Milhurst (r. d. Freehold), N. J., to conduct a grain business. The firm is capitalized at \$50,000.

The Crittenden-Benham Company, dealers in grain, hay and flour at New Haven, Conn., has been taken over by the recently organized Moran-Patton Company. Thomas F. Moran and Joseph J. Patton are interested in the firm.

Four new tanks, with gallery and tunnel, adding 200,000 bushels grain storage, are being built to the Evans Elevator at Buffalo, N. Y. Plans were prepared by the A. E. Baxter Engineering Company and it is expected that construction work will be completed September 15.

Construction work is to be started October 1 on the new elevator of the Reading Railroad at Port Richmond, Philadelphia, Pa. The bonded indebtedness of the Philadelphia Grain Elevator Company, a subsidiary of the Reading Company, which will operate the elevator, is to be increased to \$3,000,000 at a meeting of the stockholders on September 1

and the capital stock of the company increased from \$480,000 to \$1,500,000. The elevator will have a capacity of 3,000,000 bushels.

The Pennsylvania Railroad Company has taken over the Keystone Elevator at Philadelphia, Pa., which was operated for years by L. F. Miller & Sons, with Harvey C. Miller as president. The railroad will operate. William H. Hobson, who was in charge of the hay department, will continue to operate this under his own name.

THE DAKOTAS

A new elevator is to be built at Jamestown, N. D. by G. B. Nupon.

Improvements are being made to the Empire Elevator at Garden City, S. D.

A new air lift dump is being installed in the E. M. Robinson Elevator which is located at De Smet, S. D.

The Ribstein Grain Company is succeeded in business at Bruce, S. D., by Lloyd C. Ribstein.

Capitalized at \$20,000, the Ventura Grain Company has been incorporated to operate at Ventura, N. D.

A new grain elevator is under course of construction at Monroe, S. D. C. Balk will be manager.

A 30,000-bushel elevator is being built at Walker (McIntosh, p.o.), S. D., for the Columbia Elevator Company.

General repairing has been done to the new Effington, S. D., elevator of the Great Western Grain Company.

The elevator at Bonilla, S. D., owned by the Bonilla Equity Exchange has been bought by Sheldon F. Reese.

The Farmers Co-operative Elevator Company has sold its property at Worthing, S. D., to H. A. Grisdale & Wymer.

The H. T. Kamps Elevator at Harvey, N. D., has been bought by F. C. Riebe of the Kellogg Commission Company.

The Dingsor Independent Elevator at Summit, S. D., has been bought by the Summit Farmers Elevator Company.

The Woodworth Elevator at Courtenay, N. D., has been dismantled and used in the construction of an elevator at Loma.

The Independent Elevator at Adams, N. D., has been bought by the Farmers Elevator Company which took charge July 20.

The elevator at Egan, S. D., formerly operated by F. M. Tusia has been bought by J. M. Roe. The purchase price was \$15,000.

Articles of incorporation have been filed at Glen Ullin, N. D., by the Farmers Grain Company. The firm is capitalized at \$20,000.

The elevator of J. J. Kremer and B. A. Friedel at Lesterville, S. D., has been bought by the Betts Grain Company of Mitchell.

The capital stock of the Grain Growers Co-operative Elevator Company of Minto, N. D., has been increased from \$5,000 to \$15,000.

The elevator at Hoven, S. D., has been bought by the Holland Bros., from Chas. Mack. Mr. Mack is retiring because of poor health.

The elevator of Riley & Thompson at Milbank, S. D., which burned is to be replaced with a new house in the immediate future.

A new cleaner is to be installed in the elevator of the Equity Elevator at Hillsboro, N. D., and a new office is to be added to the buildings.

The elevator of the Empire Elevator Company at Duane (p. o. Ellendale), N. D., has been bought by the Duane Farmers Elevator Company of that town.

J. H. Crowley and B. L. Meis are among the incorporators of the Geddes Grain Company of Geddes, S. D. The firm is capitalized at \$25,000.

Repairs have been completed for the Equity Elevator & Trading Company at Webster, S. D., and several installations made, including an air dump and motor. I. W. Overton is manager, and Ole Melby, assistant manager of the elevator.

O. T. Griffith has resigned his position which he held with the Farmers Co-operative Elevator Company as manager of the Medina, N. D., elevator

and is associated with the Atwood-Larson Company of Minneapolis representing it in North Dakota and Montana west of the Missouri River.

A new elevator is being built at Linton, N. D., for the Liberty Grain Company of Strasburg, N. D. Frank Baumgartner of Mandan is manager.

The Farmers Co-operative Elevator Company has been organized at Holabird, S. D., and will erect a grain elevator west of the Atlas Elevator there.

The Fleischman Malting Company has let the contract for rodding and rebracing its plant at Flandreau, S. D. The elevator is to be painted also.

New machinery, including dump, leg, foundation, etc., is being installed by the Pingree Grain Company of Pingree, N. D. A. B. Peterson is manager.

Louis Kohne and S. P. Halpern have incorporated at Hebron, N. D., as the Dakota Mill & Elevator Company. The firm is capitalized at \$50,000.

James Hanskutt of Armour sold the grain elevator at Belvidere, S. D., to the Belle Fourche Milling Company which will operate it in the future.

The elevator at Wyndmere, N. D., has been bought from the Andrews Grain Company by A. H. Johnson who recently resigned as manager of the Prosper, N. D., elevator.

Recent improvements made to the elevator of the Farmers Co-operative Elevator Company at Simcoe, N. D., include the installation of a truck air dump and electric light plant.

Another elevator may be built in the near future at Garrison, N. D., for the Reuter Company. If built, it will be located near the Osborne-McMillan Elevator in that town.

Electric motors, Strong-Scott Dump, etc., are to

Extensive repairs and improvements have been made to the plant of the Farmers Elevator Company at Turon, S. D. A new boot pan was built, two new legs, and a number of motors installed. be installed in the elevator of the P. E. Overland Elevator Company of Lisbon, N. D., during the general overhauling to be given the house.

The elevator and business of the F. M. Davies Company at Sisseton, S. D., have been bought by K. G. Fader. In addition to the elevator business, Mr. Fader will continue the feed grinding department and will also add a line of fuel.

The Henry Hammerly Elevator at Jarvis (Bisbee p.o.), N. D., has been bought by the Farmers Grain Company of Bisbee. The company will dismantle the plant and remove it to Bisbee where they will rebuild it, replacing the elevator which burned some time ago.

IOWA

The Farmers Grain Company of Royal, Iowa, has been dissolved.

The McMichael Bros. are building a \$10,000 elevator at McGregor, Iowa.

The Auracher Elevator at Shenandoah, Iowa, has been bought by Glen Beach.

Albin Cobeen is manager of the Farmers Elevator Company of Plymouth, Iowa.

A modern grain elevator of 23,000 bushels' capacity, is to be built at Allendorf, Iowa.

The interest of J. M. Roe in the Roe Elevator at Osage, Iowa, has been bought by R. L. Clark.

The Bronaugh Elevator at Auburn, Iowa, has been bought by the Illinois Milling Company.

The new elevator of the Farmers Co-operative Association at Algona, Iowa, has been completed.

The Decatur Elevator Company succeeds the Biddison Coal & Grain Company at Decatur, Iowa.

The Blakeslee Elevator and Stockyards at Gravity, Iowa, has been leased by Z. Steele of Page Center.

James Wake of Oskaloosa, Iowa, is altering the building which he bought recently into a grain elevator.

The Quaker Oats Company is doing considerable remodeling to its elevator at Midland (p. o. Buckingham), Iowa.

Operations are about to be started in the new elevator of Stewart & Co., at Pleasantville, Iowa, which has just been completed.

Frank F. Wilson is president; H. H. Tedford, vice-president, and Charles H. Wilson, secretary-

treasurer of the Wilson Grain Company, which has been incorporated at Mt. Ayr, Iowa, capitalized at \$25,000.

The property of the defunct Farmers Elevator Company at Battle Creek, Iowa, has been bought by C. C. Crawford of Ida Grove, Iowa.

Davis Bros. & Potter have bought the Beers Elevator at Pocahontas, Iowa. This firm operates a line of elevators in Illinois and Iowa.

The Gilmore Grain & Elevator Company of Gilmore City, Iowa, is to erect an addition to its elevator, increasing the capacity 20,000 bushels.

The lumber yard and elevator at Orchard, Iowa, formerly conducted by the Farmers Co-operative Supply Company have been sold to the Smith Bros. of Charles City.

The Farmers Co-operative Elevator Company has bought the elevator of Steil & Hahn at Mallard, Iowa. The farmers now own three elevators at that station.

To deal in grain, the Sloat & Fallgatter Company has been incorporated at Chickasaw (Nashua p. o.), Iowa, capitalized at \$30,000. W. A. Fallgatter is president of the firm.

The charter of the Farmers Elevator Company of Gilman, Iowa, has been renewed for another 20 years. T. R. Loving is president of the company and John T. Meling, secretary.

Articles of incorporation have been filed by the Jolley Farmers Elevator Company of Jolley, Iowa. The company is capitalized at \$20,000. J. M. Baker is president and E. E. Harvey, secretary.

An interest in the William Auchstetter Elevator at Ida Grove, Iowa, has been bought by Timothy O'Connell, and hereafter the elevator will be operated as the Auchstetter-O'Connell Grain Company.

The grain elevator of the Trans-Mississippi Grain Company at Ross, Iowa, is under the management of Jim Boyer. The company's elevator at Gray has been reopened with E. E. Greene in charge.

Repairs and improvements are being made to the Galbraith (Luverne p. o.), Iowa, elevator of the Kunz Grain Company of Wesley, Iowa. A new roof is being laid on the elevator and other improvements are being made. Bert J. Sankey is resident manager.

L. B. Spracher & Co., have disposed of their elevator at Sibley, Iowa, to the Betz Grain Company which has its headquarters at Mitchell, S. D. Barney Graves, who was with the old company as manager for a number of years, will continue in charge under the new concern.

OHIO AND MICHIGAN

The Alexander Bros. are building a grain elevator at Versailles, Ohio.

The Emery Grain Elevator at Springfield, Ohio, has been bought by B. B. Ireland.

New equipment is to be added to the plant of the Elmdale Elevator Company at Waldron, Mich.

The L. C. Hall Elevator at Owosso, Mich., has been taken over by Glen A. Mills. He bought the entire interest of L. C. Hall.

The J. W. Whitney elevator at Oakwood, Ohio, which was recently bought by Bidlack & Burt, is being overhauled and remodeled.

A 20-horsepower motor is to be installed in the elevator of the Vanlue Grain & Supply Company of Vanlue, Ohio, replacing the gas engine.

The elevator of the Farmers Produce Company at Bridgewater, Mich., has been equipped with a 24-inch motor driven Munson Attrition Mill.

The Deford (Mich.) Elevator of the Cass Grain Company, has been enlarged. It will have capacity for handling 10 carloads of beans and grain.

The Huston Grain Company has taken over the elevator at Lockville (Carroll p. o.), Ohio, and will conduct a general business in grain, hay, feed, seeds, etc.

The La Rue Grain & Supply Company has installed a new grain elevator at La Rue, Ohio. Another addition to the buildings for storing grain is to be built.

The grain elevator at Trotwood, Ohio, has been taken over by F. W. Shartle of Dayton in a trade with J. S. Shaffer. Mr. Shaffer secured a farm in the exchange.

Oscar Wise of Mt. Blanchard, Clyde Latham of Rawson, and Mr. Main have bought the elevator at Mt. Cory, Ohio, and are operating as Latham, Wise & Main.

The Bigbee Elevator at Freeport, Mich., has been bought by W. W. Boughner who was formerly in the grain and produce business at Fountain, Mich. He will operate.

The Cleveland Grain & Milling Company has signed another year's lease for the terminal and export elevator at Mansfield, Ohio, owned by the Federal Mill & Elevator Company.

The grain elevator of the Dewey Bros. Company of Blanchester, Ohio, at East Monroe, has been sold

to C. W. Thompson of East Monroe. The building has capacity of 6,000 bushels and is capable of handling thousands of bushels of grain daily. Mr. Dewey operated the house for 25 years as a branch to his businesses at Leesburg, Blanchester and other points.

The Cass City Grain Company of Cass City, Mich., is building a new office there. Other work is being done to the property of the company which will make it modern in every detail.

The Republic Mercantile & Elevator Company has been incorporated at Republic, Ohio, to handle grain, seeds, protein feeds, etc. R. D. Straub is president; Fred Gottfried is secretary.

Business has been started in the North Side and West Side Elevators at Greenville, Ohio, under the management of E. W. Loy. Custom grinding will be done and a line of feeds, coal, etc., carried.

W. M. Recker is now associated with H. W. Rickel & Co., grain dealers and maltsters at Detroit, Mich., where he will be in charge of the elevator and feed department. He was for 18 years chief grain inspector for the Detroit Board of Trade and is succeeded in this position by Delmar Fasnough.

Extensive improvements are being made on the present 1,000,000-bushel capacity elevator at Fairport, Ohio, owned by the Baltimore & Ohio Railroad Company. The handling capacity of the elevator is to be increased about 20 per cent by the general overhauling and replacing of present equipment. A new marine leg is to be built of 20,000 bushels per hour capacity together with conveyor galleries necessary to handle the increased amount of grain. The loading out facilities are to be doubled by four additional car spouts and rearrangement of car pullers. The present marine leg is to be electrified and fitted with new improved ship shovels. The contract and engineering for same has been awarded to L. A. Stinson, Chicago, and the work is to be completed at the earliest possible date.

SOUTHERN AND SOUTHWESTERN

H. F. Hellmuth & Co., of Waco, Texas, have discontinued handling grain.

J. F. McGrath has bought the Farmers Elevator at Sayre, Okla. He formerly operated the elevator for the farmers.

J. Morgan Brown of Paris, Ky., is now associated with the J. W. Zaring Grain & Milling Company of Richmond, Ky.

Arthur Alsop and Fitzhugh Lewis have bought the elevator at Madill, Okla., from the Industrial Grain Company.

A new elevator of hollow tile construction has been erected at Waggoner, Okla., for the Gilbert Grain Company.

The Meridian Grain & Elevator Company, Meridian, Miss., is to make extensions on its property at a cost of \$4,000.

The capital stock of the Farmers Co-operative Association of Cheyenne, Okla., has been decreased from \$50,000 to \$3,000.

A 15-horsepower electric motor has been installed in the elevator of the State Line Elevator Company of Manchester, Okla.

James W. Gillam and O. R. Gillam have formed a partnership at Mart, Texas, to conduct a grain, feed and fuel business.

J. F. McGrath has bought the Farmers Elevator at Sayre, Okla., at a foreclosure sale. He operated it for more than a year.

The offices of S. Zorn & Co., grain dealers at Louisville, Ky., are now located at the elevator operated at the Gold Proof Milling Company.

Dan J. Donahoe has bought the wheat growers association's elevator at Ponca City, Okla., and in turn sold it to William T. Oates.

A controlling interest in the Ayres Grain Company of Plainview, Texas, has been bought by E. N. Noble who will be in charge.

If harbor facilities are provided, the Frank Kell interests will build a modern grain elevator, it is reported, at Corpus Christi, Texas.

An addition of 700,000 bushels' capacity is being built to the 500,000-bushel elevator of the Kansas City Southern at Port Arthur, Texas.

Capitalized at \$12,000, the Sudan Grain & Elevator Company has been incorporated at Sudan, Texas. P. E. Boesen and S. N. Day are interested.

The Fairview, Okla., elevator of the Cherokee Mills has been bought by Jess E. Sutton, who will operate under the firm name of the J. G. Sutton Grain Company.

B. E. Blanchard of Oklahoma City has leased the plant of the Heller-Stadler Grain Company a Cashion, Okla., and will put it into operation in the immediate future.

W. H. Crozier & Co.'s elevator at Nashville, Tenn., has been bought by the Bell Grain Company. It is equipped with sheller, drier and feed mill.

T. F. West is now associated with the Transit Grain & Commission Company of Fort Worth, Texas.

W. A. Nash has also been placed in charge of the office of the company. He was for years accountant for one of the big flour mills at Sherman.

The plant of the Western Grain Company at Fort Smith, Ark., has been bought by the Arkoma Milling & Storage Company which will operate it.

The Burrus Grain Company has been incorporated at Dallas, Texas, by J. Perry Burrus, J. C. Crouch and H. B. Dowell. The firm is capitalized at \$3,000.

M. E. Williams is president of the recently organized Williams Grain & Produce Company of Magnolia, Ark. The firm is capitalized at \$10,000.

M. G. Odeneal, an old time grain man, has bought an interest in Ben H. Williamson & Co., at Memphis, Tenn., and will be actively interested with him under the old name.

A wholesale grain, hay and feed business has been opened at Nacogdoches, Texas, in the warehouse formerly occupied by the W. Wilson Grain Company by John B. Fenley.

A brokerage office was opened during July at Little Rock, Ark., for the Ozark Brokerage Company of Walnut Ridge. The company will conduct a general merchandising business in grain and flour.

The grain, feed and hay business of the late R. H. Worke, who operated as R. H. Worke at Nashville, Tenn., has been taken over by Kittrell & Mizell. Mr. Kittrell was formerly associated with him.

The interest of C. A. Boles in the Hanna-Boles Elevator Company of Aline, Okla., has been bought by H. C. Geist of Aline. Mr. Geist had charge of this elevator three years ago before Mr. Boles went there.

R. O. McNain has sold the property of the Pendleton Grain & Provision Company at Sarasota, Fla., to K. M. Bennett of Cairo, Ga. Mr. Bennett will conduct a wholesale grocery business there as the Bennett Grocery Company.

P. S. Wells, D. J. Lamunyon and Samuel Hill have incorporated at Imo (Enid p. o.), Okla., as the Farmers Grain Company. The firm is capitalized at \$70,000. Mr. Lamunyon recently bought the property of the Imo Elevator Company there.

The Farmers Co-operative Shipping Association has decided not to rebuild the elevator at Woodward, Okla., which burned, but has bought the elevator and mill formerly conducted by the Woodward Cotton Company. Wallace Githens will have charge of the new quarters.

After being out of the grain business for four years, the James C. Hunt Grain Company has resumed operations in Wichita Falls, Texas. During the time it was out of business the plant was operated under lease by the Mytinger Milling & Grain Company. The elevator, which has a capacity of 350,000 bushels, will be managed by Wade P. Geraghty.

MINNESOTA AND WISCONSIN

G. W. Hollenbeck is manager of the Farmers Grain & Lumber Company of Slayton, Minn.

A new warehouse is to be built at Cadott, Wis., for the Crave Elevator Company who will operate it.

Grant L. Fellows has bought the grain, coal and cement business of M. E. Leonard at Rochester, Minn.

The elevator of the Red Lake Falls Milling Company of Red Lake Falls, Minn., at Holt, Minn., has been closed.

The McLaughlin Elevator Company's property at Skyberg, Minn., has been leased by William and Frank Shepard.

Louis F. Deters, of St. Paul is to manage the elevator of the Peoples Stock & Grain Company at Caledonia, Minn.

The plant of the Equity Elevator Company at Litchfield, Minn., has been bought by the Cargill Elevator Company.

New truck dumps, scales and a manlift have recently been installed by the Farmers Elevator Company of Milroy, Minn.

The Farmers Elevator Company has its addition at Bigelow, Minn., nearly completed. It is of hollow tile construction.

The Jackson, Minn., property of the Fleischman Malting Company is to be equipped with a five-horsepower motor and silent chain drive.

The new elevator of the Nagel Grain Company at Henderson, Minn., has been completed at a cost of \$10,000. H. E. Nagel is manager of the new elevator.

The Kinnickinnic and Rialto Elevators at Milwaukee, Wis., have been designated as registered storehouses, beginning August 1, by the Milwaukee Chamber of Commerce.

The Farmers Co-operative Elevator Company of Fergus Falls, Minn., has its new concrete bins nearly completed. The bins will increase the capacity of the house by 35,000 bushels.

Negotiations have been started for the reconstruction of Elevator E at Milwaukee, Wis., formerly a 1,650,000-bushel house, by private capital

co-operating with the receivers of the Chicago Milwaukee & St. Paul Railway. The workhouse and main building of the elevator burned in June 1924 and only 21 concrete tanks with capacity of 800,000 bushels remained standing.

George J. Peterson is now manager of the Farmers Elevator Company at Hardwick, Minn.

The recently incorporated Capitol Elevator Company of Duluth, Minn., has bought Elevators Nos. 4 and 5 from the United States Flour Milling Company. The elevators have a capacity of 1,500,000 bushels.

Plans have been made by the Archer-Daniels-Midland Company of Minneapolis, Minn., for a concrete grain elevator of 500,000 bushels' capacity. It is estimated that the cost of the new elevator will be \$100,000.

A branch office has been opened at Minneapolis, Minn., by the Froedtert Grain & Malting Company of Milwaukee, to handle the merchandising business of its elevators at Red Wing and Winona, with Kurt Kanowsky of Milwaukee in charge.

Articles of incorporation have been filed at Nashua, Minn., as the Nashua Grain Company, Inc., capitalized at \$10,000. Arthur C. Andres of Minneapolis is president-treasurer; Martin Anderson, vice-president; Harry E. Norris, secretary-manager.

The Erwin Elevator Company's property, including elevators at Sauk Center, Long Prairie, Brownsville, Round Prairie, and West Union, Minn., has been acquired by J. L. Kearns of Minneapolis. He will operate under the name of the Kearns Elevator Company.

A modern elevator is to be built at Little Falls, Minn., for the Northwestern Milling Company, replacing the one which burned. The company will also build a large warehouse and install modern machinery for cleaning grain. The old elevator is to be torn down.

A new 23,000-bushel elevator and feed house have been completed at Amiret, Minn., by the Farmers Elevator Company. The equipment includes a Strong-Scott Truck Dump, automatic scales, 15 horsepower kerosene engine. The houses are covered with corrugated galvanized iron.

WESTERN

A hay, grain and feed business is to be conducted at Del Norte, Colo., by A. L. Smith.

L. N. Brandberg is manager of the Farmers Elevator Company of Raymond, Mont.

The S. L. Dodson Elevator at Roy, Mont., has been completely overhauled and painted.

J. W. Liles & Co., will equip their warehouse at Sheridan, Wyo., with a bean cleaning plant.

Walsh & Bridges have bought the elevator of the Denio Milling Company at Laurel, Mont.

The Farmers Elevator Company of Christina, Mont., has installed a 15-horsepower engine.

The Equity Elevator Company of Wolf Point, Mont., is repairing and overhauling its elevator.

The Melstone (Mont.) Elevator has been bought by William O'Laughlin, a grain buyer of Baker.

The elevator at Whitehall, Mont., owned by G. O. Odegard, has been bought by the Larson Bros.

The Conley Ross Grain Company is building an addition to its elevator at Colorado Springs, Colo.

Improvements are being made to the elevator and warehouse of J. G. Wright at Nezperce, Idaho.

The J. W. Liles & Co. warehouse at Enterprise, Wash., has been equipped with a bean cleaning outfit.

The contract has been let by the Farmers Union of Mondovi, Wash., for rebuilding its elevator there which burned.

The grain and feed store of G. A. Law & Co., at Cotati, Calif., has been bought by H. C. Eales and J. Frizelle.

A new grain elevator is being built at Suffolk, Mont., by Ray Swift, formerly with the Montana Elevator Company.

A grain business is again being conducted at Ontario, Ore., for the Cash Grain Company, of which E. W. Howland is manager.

Lyman K. Whittier has bought the property of the Pacific Coast Elevator Company at Moscow, Idaho, and will conduct it.

Complete overhauling has been given the Farmers Warehouse, also known as the Prescott Warehouse Company, at Prescott, Wash.

C. W. Nelson of Spokane, is conducting the old Tri-State Terminal Company's warehouses at Peck, Culesac and Reubens, Idaho.

The new elevator of the Stanford Milling Company, Stanford, Mont., has been completed. It has a capacity of 25,000 bushels.

The Barkemeyer Grain & Seed Company of Great Falls, Mont., is to build an elevator at Denton, with a capacity of 25,000 bushels.

Thurston & Whitney of Forsyth have bought the elevator of the W. P. Deveraux Company at Hy-

sham, Mont. It was known as the Yellowstone Elevator Company. Possession was given the new owners June 10.

An office has been opened at Willows, Calif., by the Moore-Ferguson Grain Company, grain buyers of Willows. I. J. Proux is in charge.

The Occident Company has bought the Farmers Elevator at Ballantine, Mont. The Occident concern already conducts a string of elevators.

A new engine of modern type is being installed by both the Imperial Elevator Company and the Occidental Elevator Company of Nashua, Mont.

The grain elevator at Lincoln, Calif., has been enlarged by an annex of 85,000 bushels' capacity. The elevator had an original capacity of 60,000 bushels.

The elevator of the Conley-Ross Grain Company at Platner, Colo., has been sold by it. The company has bought the Nye-Schneider-Jenks Elevator at Madrid, Neb.

The Hale Grain Company has bought the property of the Norton Grain Company at Alamogordo, N. M. The Hale company was recently organized, capitalized at \$10,000.

The Farmers Elevator at Rapelje, Mont., has been bought by J. R. Swift of Lewiston. He expects to buy a line of elevators. C. W. Franks will manage the Rapelje house.

The Bunge Western Grain Corporation of Manhattan has incorporated at Boise, Idaho, capitalized at \$250,000. T. A. Kemper of Lewiston is the company's Idaho agent.

The Dutch Creek Milling Company has been incorporated at Sheridan, Wyo., to conduct a general flour milling and elevator business. The firm is capitalized at \$25,000.

Articles of incorporation have been filed by F. M. Hawkins and M. M. Burgess as the R. M. Hawkins Grain Company of Seattle, Wash. The firm is capitalized at \$10,000.

A farmers elevator company has been organized at Pendroy, Mont., by F. M. Webb, formerly a grain man at Joliet, who bought the Imperial Elevator Company's elevator there.

The Pacific Coast Elevator Company's warehouse at Moscow, Idaho, has been bought by Lyman K. Whittier. He will engage in the grain business and is repairing the elevator.

Capitalized at \$2,000, the Phillippy Grain Company has been incorporated at Kahlottus, Wash. A. F. Phillippy, George K. Delaney, S. J. Watson, and R. S. McKinney are interested.

A combination office and store building has replaced the burned office of the S. D. Rankin Elevator at Moulton (Christina p.o.), Mont. It has a new engine, cleaner, etc., in the elevator.

The Edwall Grain Company's elevator and warehouse at Edwall, Wash., have been bought by Edward J. Beck from H. C. Bancroft, receiver for the firm. The consideration was \$10,000.

Improvements have been made to the elevator and warehouse of the Genesee Union Warehouse Company of Genesee, Idaho. They have added a room for the storage of sacked grain.

The Fred Mosher Grain Company now owns the Seibert, Colo., house of the Stinson Grain Company of Oberlin, Kan. The company has also let the contract for a new elevator at Arriba, Colo.

C. E. Ramsey succeeds B. Thomas as manager of the Farmers Grain & Milling Company's elevator at Malad City, Idaho. The elevator is being overhauled preparatory to handling this season's grain.

The Ferdinand State Bank was the successful bidder for the property of the Ferdinand Elevator Company at Ferdinand, Idaho, which recently went into bankruptcy. The bank was the principal creditor of the company.

A new 25,000-bushel elevator is being built at Boyd, Mont., for the Montana & Dakota Grain Company of Minneapolis. It is to be equipped with a 10-horsepower engine, 10-ton dump scale, 100-bushel hopper scale and truck dump.

The elevator of the Klondike Farmers Elevator Company at Klondike, Ore., has been bought by the Independent Warehouse & Milling Company. Extensive repairs were made to the house preparatory to handling this season's crops. W. H. Meyer is manager for the coming year.

The Columbia Warehouse Company has been incorporated at Wasco, Ore., capitalized at \$25,000. F. B. Ingles is president; Fred Hilgen vice-president; Owen Jones, Treasurer and manager; A. S. Roberts, secretary. A grain storage plant will be operated with Owen Jones as manager.

The Oneida Elevator Company is building a 50,000-bushel elevator and warehouse of 25,000 bushels' capacity at American Falls, Idaho. The old house will be vacated. The company expects to handle coal and do a general retail business. Elmer D. Nye is manager.

A new warehouse is to be built at Monrovia, Calif., for the Glesby Bros. Grain & Milling Company. The Glesby Bros. have been in the grain business for

four years. The warehouse will have a capacity of 500 tons grain.

A. M. Markuson has resigned his position as manager of the Yellowstone Elevator Company at Sumatra, Mont., and will take charge of an elevator at Edgar.

The Clemens Grain Company has sold its house at Santee, Calif., to the Santee Supply Company. The new purchasers will conduct the business along lines similar to that of the Clemens company.

ILLINOIS

The elevator of F. S. Brooks at Amboy, Ill., is being overhauled and repaired.

R. H. Christy of Galesburg has bought the J. H. Dole Elevator at Matherville, Ill.

The Hudson Grain & Coal Company of Hudson, Ill., has been bought by Roy E. Taylor.

The Clayton Milling Company of Clayton, Ill., is planning the construction of a new elevator.

The G. W. Bishop Elevator at Palestine, Ill., has been purchased by Harold Prather of Oaktown, Ind.

The elevator and warehouse of the Heckethorn Produce Company at Shobonier, Ill., are being repaired.

The elevator of the Fernandes Grain Company at Hubly (p. o. Sweetwater), Ill., is being overhauled.

The Cargill Grain Company has opened for business at Mason City, Ill., with Harold McCreery as manager.

A modern coal pocket is to be built for the Farmers Grain & Lumber Company at Sycamore, Ill., this fall.

The Farmers Elevator Company has installed a 15-horsepower electric motor in its plant at Reddick, Ill.

Pratt & Blair, Cropsey, Ill., have dissolved and the business will be conducted as the Pratt Grain Company.

A 10,000-bushel corn crib is to be built at Heyworth, Ill., this fall for the Hasenwinkle-Scholer Company, Inc.

J. W. Stills & Son have completely overhauled their elevator at Calvin, Ill., preparatory to operating this season.

The warehouse of the W. C. Smith Grain Company at Carmi, Ill., has been equipped with a corn dump and elevator.

New coal bins of modern construction are under way at the plant of the Peoples Grain & Lumber Company at Watseka, Ill.

A coal and feed shed is to be built at Williamsfield, Ill., for the Farmers Elevator Association where the West Elevator stood.

The Illinois Milling & Elevator Company has taken over the McKenzie Elevator at Springfield, Ill. The deal involved \$100,000.

A new power mill for grinding feed is being built for the La Moille Elevator, La Moille, Ill. The mill will be operated by electricity.

The elevator at Bowen, Ill., which Lewis, Wilson & Co., bought recently from the Farmers Co-operative Company, has been completely remodeled.

The Armour Elevator at Mendota, Ill., has been taken over by Eckert & Ray, grain merchants of that town. James O'Neill is in charge as manager.

The William Kaufman Grain Elevator at Buckley, Ill., has been bought by the Farmers Grain Company for \$20,000, including building and equipment.

Elevators at Riggston and Naples, Ill., have been leased by the Jacksonville Grain & Commission Company to the F. J. Blackburn Company of Jacksonville.

An addition is being made to the engine room of the Farmers Elevator Company at Kentland (Yorkville p.o.), Ill., and a 20-horsepower electric motor installed.

A 15,000-bushel cribbed elevator, ironclad, with one leg is to be built at Rowe (Pontiac p.o.), Ill., for John Jacobson. The equipment will include a 7½-horsepower motor and truck dump.

Phil A. Grotevant is now superintendent of the Armour Northwestern Elevator at Chicago, Ill., succeeding Frank Crombie. Mr. Grotevant was formerly superintendent of the Santa Fe Elevator.

The elevator at Princeton, Ill., has been taken over by E. W. Hopkins Grain Company which will operate it, handling grain, coal and building materials. The house was operated for a number of years by Len Small.

The elevator of the Nye & Jenks Grain Company at Chicago, Ill., has been bought for \$650,000 by the Rialto Elevator Company of St. Louis, Mo. Nye & Jenks have occupied the elevator for some time and will continue it under a five-year lease with the Rialto company.

George Sturms, A. H. Cleveland, E. S. Dennis and A. M. Stum have organized as the Crossville Elevator Company at Crossville, Ill., and bought the

property of the Crossville Grain Company including corn elevator, grain elevator and warehouse. E. S. Dennis is manager and will be succeeded by McPherson Shepard.

The elevators at Riggston and Naples, Ill., which were bought a year ago by the Jacksonville Grain & Commission Company have been leased by them to F. J. Blackburn Company who took possession July 6.

The elevator at Nekoma, Ill., sold under foreclosure proceedings, was bought by L. M. Yocum, petitioner for the foreclosure. The elevator was formerly the property of Frank Hefelbower and Ed Peterson.

The Farmers Elevator Company of Dundee, Ill., has changed its name to the Farmers Company, Inc. The company has been incorporated for eight years and the change in name involves no change in policy. W. P. Doederlein is manager.

J. W. Banks has taken over the elevator at Paw Paw, Ill., formerly owned and operated by the late Frank Griffin. He will remodel the plant putting in modern machinery for handling coal and making a number of other improvements.

The Township Line Grain Company of Lincoln, Ill., has sold property to E. E. Gilchrist, J. A. Krusemark, Henry Ropers and R. C. Gaddis for \$10,000. It includes elevators at Evans Siding and Wilmet Siding, Ill., and several other buildings.

MISSOURI, KANSAS AND NEBRASKA

Perry McCombs succeeds the Duff Grain Company at Hildreth, Neb.

T. J. Jackson is manager of the Farmers Elevator at El Dorado Springs, Mo.

The Farmers Elevator at Hume, Mo., has been purchased by W. C. Foster, Sr.

The modern 23,000-bushel elevator at Crookston, Neb., is in course of construction.

John A. Malone of Raymond will manage the Farmers Elevator at Wellsford, Kan.

A. E. Wooldridge has taken over the elevator at Georgie Spur, east of Kingman, Kan.

Elevators at Bolton and Jefferson, Kan., have been bought at auction by Harry Barlow.

The Nye-Schneider-Jenks Elevator at St. Francis, Kan., has been bought by J. C. Dopp of Salina.

The Farmers Elevator at Denton, Kan., is to be conducted under the management of Harry Joyce.

Twenty farmers around Esbon, Kan., have bought the Farmers Union Elevator with sheds and equipment.

New scales have been installed in the elevator of the Belpre Mill & Elevator Company at Belpre, Kan.

The Knox Elevator near York, Neb., was bought at a foreclosure sale by James Neville and John W. DeBoer.

Wiss & Wiss have leased the Winkleman Elevator at Wayland, Mo. John Wiss will have charge.

The elevator of the Shannon Grain Company at Amity, Mo., has been completed and is ready for business.

Otto Strahl succeeds C. C. Miller as manager of the Farmers Grain & Lumber Company of White City, Kan.

Capitalized at \$10,000, the Farmers Co-operative Grain & Supply Company has been incorporated at Beeler, Kan.

Improvements are being made to the elevator of the Kansas Flour Mills Company of Enterprise at Menlo, Kan.

The Nebraska Colorado Grain Company has completed plans for the erection of a grain elevator at Sidney, Neb.

A. F. Roberts of Sabetha has completed the new elevator for the Farmers Co-operative Company at Ford, Kan.

Business has been resumed in the Nye-Schneider-Jenks Elevator at David City, Neb., with Fred Riegel in charge.

A grain business is to be conducted at Kansas City, Mo., by W. B. Lincoln and J. J. Wolcott as Wolcott & Wilson.

Capitalized at \$10,000, the Mankato Farmers Elevator & Supply Company has been incorporated at Mankato, Kan.

An addition is to be built to the elevator of the Farmers Elevator Company at Elkhart, Kan., which will double its capacity.

The Duff Grain Company of Nebraska City has closed down its elevator at Cedar Creek, Neb., for an indefinite period of time.

The Correll Elevator at Atwood, Kan., has been bought by the Eddy Grain Company of Colby. James A. McGinley will be in charge.

An addition of 36 large and 22 interstice bins is to be built to the present 853,000-bushel elevator of the Wabash Railway Company at North Kansas City, Mo. It will hold approximately 800,000 bushels and have a grain drier of 750 bushels' capacity

per hour with 4,000 bushels storage above and below. A new shipping leg is to be installed in the present work house.

Floyd Ervin and O. C. Thomas have bought the Duff Elevator at Marion, Neb., and will operate as the Thomas Grain Company.

The elevator at Walton, Kan., has been bought by F. L. Johnson, manager of the Peabody Milling Company of Peabody. He will operate it.

A new air pressure truck dump is being installed and the elevator equipped with electric motors for the R-A Grain Company of Ransom, Kan.

The elevator at Brownsville, Neb., of the Duff Grain Company, has been bought by the A. B. Wilson Company who take it over at once.

H. E. Grothe of Kansas City has bought the property of the Adams Mill & Elevator Company at Winfield, Kan., and will rebuild at once.

The Arnold, Kan., elevator which the Stevens-Scott Grain Company recently took over from the Geneseo Grain Company is being overhauled.

J. W. Deboer and James Neville have bought the Knox Elevator at York, Neb., and assumed active charge of the property soon after purchasing it.

The western grain elevators of the Geneseo Grain Company at Geneseo, Kan., have been sold by the firm. It now owns elevators only at Galt and Geneseo.

Capitalized at \$40,000, the Kansas Co-operative Grain Company has been incorporated at Kansas City, Mo. L. J. Wilson and John Vesecky are interested.

John R. McDonald has been transferred from the Guymon, Okla., elevator of the Security Elevator Company to the Security Elevator at Satanta, Kansas.

Fred Hall, Carl Butell and Fred Wyman have bought an elevator at Norwood (Ottawa p. o.), Kan., and will open for business. Fred Wyman is president.

The elevator of the E. G. Taylor Grain Company at Sargent, Neb., has been bought by the Adams Grain Company. David T. Adams will be general manager.

The elevator of the R. V. Seward Grain Company at Carrolton, Mo., has been leased by Chas. E. Gorman of Wakenda. The plant has just been remodeled.

The Morrow-Kidder Milling Company of Carthage, Mo., has bought the elevator of the Rea-Patterson Milling Company of Coffeyville, Kan., at Jasper, Mo.

Walter Peterson and Sam Yutesler have taken over the Nye-Schneider-Jenks Elevator at Chadron, Neb., which for some time was leased to the Chadron Flour Mills.

Ralph Chittenden of Tecumseh has bought the elevator at Graf, Neb., from the Duff Grain Company of Nebraska City. Mr. Chittenden assumed charge immediately.

The elevator of the Union Terminal Elevator Company at St. Joseph, Mo., with capacity of 1,000,000 bushels, has been leased by the Larabee Flour Mills Company.

The interest of James J. Smith in the grain elevator business which he and C. E. Wyman have operated at Scandia, Kan., for some time, has been sold by him to Mr. Wyman.

The elevator of the Nye-Schneider-Jenks Company at Madrid, Neb., has been bought by the Conley-Ross Grain Company of Denver, Colo. Mr. Purnell has been retained as manager.

A warehouse is to be built at Manhattan, Kan., for a company of which J. F. Copeland, John Holstrom, William Samuels and L. W. Johnsmeyer are directors, for a grain and seed business.

The elevator at Copenhagen, Neb., formerly owned by the McCall-Webster Elevator Company, has been taken over by J. E. Meuret. Mr. Meuret already owns an elevator at Brunswick.

The Duff Grain Company's Elevator at Danbury, Neb., has been bought by Oscar and Bert Thomas. The Thomases own elevators at Norcat and Long Island, Kan., and Franklin and Bloomington, Neb.

The elevators of the American Grain Company at Funk, Ragan, Hildreth, Hendley, Wilsonville and Shippy Siding, Neb., have been closed down. The elevators have a combined capacity of 75,000 bushels.

The elevator at Ames, Kan., has been bought by C. A. Kalbfleisch of Harlin, who has also bought the Rice Elevator of the Baker-Crowell Grain Company. E. A. Tuppeny will be retained as manager at Ames.

A grain business is to be conducted at El Dorado Spring, Mo., by X. M. Johannes, grain shipper, and Claude Whitesell, an independent buyer, under the name of Johannes-Whitesell Grain Company. Mr. Johannes will continue to handle flour, feed, salt and coal under the old firm name.

A new company has been formed at Alton, Kan., by the Meyers Grain Company of Woodston and Leo Miller. They have leased and are operating the

grain bins of the F. W. Gaunt Grain Company. The Baker-Crowell Grain Company of Kansas City has been operating the bins and elevators with Leo Miller as agent.

The Scott Wild Grain Company of Omaha, Neb., has been bought by the Central Grain Company. John G. Wild, who is president of the new company, was a member of the old firm for eight years. A general grain business is to be conducted by the new owners.

An elevator and warehouse are to be erected at Gering, Neb., for the North Platte Flour Mills of North Platte, Neb. The mill was recently bought from the Gering Elevator Company.

Postponement has been announced of the erection of the 800,000-bushel addition to the Wabash Elevator at Kansas City, Mo., until May 1926. The present capacity of the elevator is 1,000,000 bushels.

The Shellabarger Mill & Elevator Company at Salina, Kan., is building a new headhouse, warehouse and elevator. It will replace the building destroyed on March 26, and will be completed September 1.

J. T. Fletcher is succeeded by L. J. Kirkwood as manager of the Preston Co-operative Grain & Mercantile Company at Preston, Kan. He is retiring after having been in this position for more than 17 years.

The grain and coal business of James H. Nester at Crawford, Neb., has been bought by the Norman Bros., who for some time have conducted a grain business at Whitney. Will Normann will be general manager.

Joe J. Brown has been forced, by ill health, to give up the active management of the Brown Grain Company of Pawnee City, Neb., of which he was owner and manager. I. C. Staley is in charge of the Pawnee City business now.

A new elevator has been completed at Hoyt, Kan., for F. W. Hall & Son at a cost of \$15,000. It has facilities for storing 20,000 bushels grain. The elevator is fire and lightning proof and is equipped with modern machinery to shell corn.

J. M. Decker of Concordia has bought the Palmer Grain Elevator at Palmer, Kan., formerly owned by the Baker-Crowell Grain Company of Kansas City. He also bought the elevator at Day Station which was owned by the same company.

The feed, poultry and produce business of Leonard Hunter at Holt, Mo., has been bought by the Holt Grain & Supply Company which operates the elevator, and handles grain, feed, coal, poultry and produce there. The company has moved its business to the elevator.

The Duff Grain Company's elevator at Wilcox, Neb., has been bought by Roy M. Strong for \$5,000. The elevator has a capacity of 12,500 bushels. It has been operated by the Duff company for 25 years. I. M. Rhoades will continue to be manager under the new owner.

J. M. Redd of Dover, Mo., bought the elevator of the R. V. Seward Grain Company at Hardin, Mo., at trustee's sale, including equipment and brick office building. Mr. Redd will probably build a warehouse this fall and handle a line of feeds. W. E. Kimbrough will remain in charge.

The Wichita Flour Mills Company of Wichita, Kan., has let the contract for a 300,000-bushel addition. The addition will consist of 14 reinforced concrete tanks, 21 feet in diameter. It will be erected adjacent to the present elevator and will be ready for use some time in the fall.

The Davis-Noland-Merrill Grain Company has relinquished its lease on the Rock Island Elevator at Kansas City, Mo., but will retain the 6,000,000-bushel Santa Fe Elevator. The Rock Island Elevator in turn was leased by the Simonds-Shields-Lonsdale Grain Company, who also holds a lease on the Milwaukee Elevator, giving it a capacity of 5,750,000 bushels. This firm has released its lease on the Chicago Great Western Elevator which will be operated in the future by the Hall-Baker Grain Company. These changes followed the dissolution of the Grain Marketing Company which had operated the Santa Fe and Rock Island houses.

CANADA

The Panama Pacific Grain Terminals, Ltd., has made plans for the erection of a 1,000,000-bushel on the western pier of the Ogden Point docks at Victoria, B. C.

A western wheat pool has bought the Davidson & Smith Elevator at Fort William, Ont. The elevator has a capacity of 1,500,000 bushels. The consideration was \$750,000.

Work has been started by the Brackman-Kerr Milling Company of New Westminster, B. C., on an addition which will double the capacity of its elevator at a cost of \$50,000.

The contract has been awarded one company by the Saskatchewan Wheat Pool for 15 elevators and another for 12 elevators from the same organization. The elevators will have special binning facilities with capacity of 32,000 bushels each and

rapid handling facilities are being installed. The elevators will be built only at points where the Saskatchewan Co-operative and the U. S. Grain Growers have no elevators. The Saskatchewan Co-operative now has a total of 435 elevators in that province and the U. S. Grain Growers 65 elevators.

The United Grain Growers has leased No. 3 Elevator of the Vancouver Harbor Commissioners of Vancouver, B. C. The elevator was to have been leased to K. A. Blatchford under the name of the British Oriental Grain Company, Ltd., but this arrangement was never completed.

In anticipation of heavy loadings this season, the grain elevator of the Vancouver Terminal Grain Company, Ltd., on the waterfront at Vancouver, B. C., is undergoing considerable overhauling. Two new spouts are to be installed, and alterations to other spouts will increase the flow of grain.

The Ellison Milling & Elevator Company of Lethbridge, Alta., is building the first unit of a 1,000,000-bushel elevator with cleaning and treating plant, capable of handling 20 cars daily. The company will also add to its line elevators by erecting three modern houses in the territory around Lethbridge.

vator of the Zeimaniz Bros., was entirely destroyed by fire, which spread to the warehouse of the Farmers Union, and a 50,000-bushel elevator of the same organization. This too was destroyed with 10,000 bushels wheat.

Owensmouth, Calif.—Fire caused by spontaneous combustion destroyed the plant of the Fernando Valley Feed & Fuel Company with a loss of \$15,000. It will be rebuilt.

Persia, Iowa.—Fire of undetermined origin did several thousand dollars worth of damage to the Rowles Elevator here. About 1,200 bushels of barley were burned.

Fort William, Ont.—The Mount McKay Flour & Feed Company plant here was destroyed by fire July 26. The loss is estimated at \$40,000. The company carried insurance.

Ontario, Iowa.—The elevator, coal shed and storage house of the Reliable Produce Company of Ames here burned on July 15 with a loss of \$30,000. The cause of the fire is unknown.

Jewell, Ohio.—The elevator of the Jewell Grain Company burned with a total loss. This is the second time within a few years that this elevator has burned. It will be rebuilt.

Milbank, S. D.—The elevator of H. A. Riley and H. Thompson was destroyed by fire, caused by lightning. The loss was \$7,000 on the building and \$2,500 on grain. It is partly covered by insurance.

Middleboro, Mass.—Fire destroyed the two sheds of the Washburn Grain Company with contents consisting of four carloads of hay, two of mixed feed, etc. The building was valued at approximately \$5,000.

Coeur d'Alene, Idaho.—The Big Bend Feed Company in this town experienced a serious loss by fire on July 16. Between 30 and 35 tons of hay were consumed, as well as considerable other property.

Nelson, Neb.—Fire on August 4 destroyed the flour mill of C. E. Jansen & Sons, their elevator, two carloads of flour, 2,000 bushels of wheat, and some equipment. The loss resulting from the fire was \$40,000.

Union City, Ind.—The elevator here owned by the Union Loan & Trust Company, which bought it from the farmers company in June, burned with a loss of \$20,000 on July 15. The cause of the fire is not known.

Creston, Wash.—Fire wiped out the entire business section of Creston, 61 miles west of Spokane, July 17, and the property of the Milwaukee Grain Elevator Company was included among the losses from the blaze.

Fair Grange, Ill.—Fire destroyed the Hardin & Wyeth Grain Elevator together with contents. The loss was entirely covered by insurance, but it is not expected that the elevator will be rebuilt, at least, not immediately.

FIRES—CASUALTIES

Roaring Springs, Texas.—The feed store at this place burned.

Carrollton, Mo.—The Santa Fe Elevator of Stipp & Co., was damaged by fire.

Superior, Wis.—Elevator "K" at this point was damaged by fire during July.

Horton, Kan.—Lightning struck and slightly damaged the elevator of W. J. Lowe.

Fulton, Mo.—Fire destroyed the feed department of Fox & Brown. It will be rebuilt.

Kranzburg, S. D.—The grain elevator of Creaser & Jacobs was totally destroyed by fire.

Overton, Neb.—Fire destroyed the grain elevator and coal sheds of C. B. Seldomridge.

Muscotah, Kan.—Fire partially destroyed the elevator here owned by Mrs. T. B. Kelly.

Hoquiam, Wash.—Small loss was sustained on the warehouse of H. A. Callison on July 10.

Colome, S. D.—Lightning caused a small loss at the elevator of Von Seggern Bros. & Ludden.

Pittsburg, Kan.—Fire destroyed the store of the Kelso Grain Company with a loss of \$9,000.

Murray, Texas.—On July 9 the mill and elevator of A. L. Rhodes burned with a loss of \$30,000.

Gate, Okla.—Fire destroyed the Burke Elevator with a \$20,000 loss. The insurance was \$10,000.

Burlington, Okla.—Fire damaged slightly the grain tanks of the Burlington Grain Company.

Fall River, Mass.—The elevator of John Enright & Son burned on August 1 with a loss of \$50,000.

Brookston, near Lafayette, Ind.—Fire destroyed with a loss of \$25,000, the Robert Vell Elevator here.

Glens Falls, N. Y.—On July 22 the flour and feed store of Mack & Kennedy was severely damaged by fire.

Kansas City, Mo.—The William Tyner Hay, Feed & Coal Company was damaged by fire, with loss estimated at \$5,900.

Fremont, Iowa.—The grain elevator belonging to J. E. Kennell was destroyed by fire, with loss estimated at \$25,000.

O'Neill, Neb.—Lightning was the cause of a small loss to the tile elevator of the Farmers Union Elevator Company on July 10.

Olivet, Kan.—Lightning struck the unrodded elevator of the Petty & Watson Grain Company on July 12 and did slight damage.

Brighton (Boston p.o.), Mass.—Fire on June 17 damaged the plant of Ogden & Thompson, grain dealers, to the extent of \$5,000.

Marseilles, Ill.—Fire on July 4 destroyed Elevator B of the Marseilles Grain & Supply Company. The elevator will not be rebuilt.

Floydada, Texas.—The plant of W. J. Burke was damaged by fire which started near a 15-horsepower motor in the top of the elevator.

Crocus, N. D.—The Farmers Grain Elevator, with 500 bushels of grain and 30 tons of coal, was destroyed by fire. It will be rebuilt.

Nashville, Tenn.—Fire destroyed the hay and feed store of J. W. Quinn & Son with a loss of \$2,000. The loss was covered by insurance.

Freewater, Ore.—Fire destroyed the grain elevator on Dry Creek, near here, owned by Mrs. Dora Harder, George Bade and Robert Still.

Jacksonville, Ill.—The plant of the Walnut Street Seed Company was destroyed with a loss of \$22,000. The plant will be rebuilt.

Neola, Iowa.—The Bowles Elevator was damaged by fire and 1,200 bushels of barley destroyed recently. The fire was of unknown origin.

Russell, Kan.—Sparks from an engine were the cause of a small loss to the stock in the elevator of the A. J. Poor Grain Company, on July 18.

Dayton, Ohio.—Fire of undetermined origin caused damage which was estimated at from \$25,000

to the elevator of V. E. Herter & Co., the morning of July 19. About three-fourths of the loss was covered by insurance.

Maxwell, Ill.—The elevator of the Central Illinois Grain Company was damaged by fire which started when an engine in the plant exploded.

Lake Lillian, Minn.—Fire on July 9 destroyed the new elevator of the Farmers Company here. The loss was \$7,000 in addition to the elevator.

Bertrand, Neb.—Fire destroyed the old Shortridge Elevator. The building and contents were owned by the Updike Grain Company of Omaha.

Elk City, Okla.—Fire destroyed the property and business of the Davis Milling Company, including the elevator and mill. The loss amounted to \$18,000.

Omaha, Neb.—Friction of a belt on a pulley in the frame elevator of the Nebraska Consolidated Mills Company caused a small loss on July 23.

Devils Lake, N. D.—The elevator of the Farmers Grain Company was burned with 500 bushels of grain and 30 tons of coal. The plant will be rebuilt.

Luray, Kan.—Fire destroyed the grain elevator of the Farmers Union Co-operative Association together with 3,500 bushels wheat and 300 bushels barley.

Ames, Iowa.—The elevator, coal sheds and storage house of the Reliable Produce Company, containing considerable corn, was burned with a loss of \$30,000.

Knowlesville, near Medina, N. Y.—The feed storage warehouse of Allen Ayrault was burned on July 16. The loss was \$10,000, partly covered by insurance.

Mondovi, near Davenport, Wash.—The grain ele-

OBITUARY

BARRELL.—Finley Barrell died on July 13 at his home in Lake Forest, Ill. He was a retired member of the Chicago Board of Trade.

BOURNIQUE.—Lyman G. Bournique died on July 24 following an operation for tumor on the brain. He was 51 years old. He had formerly been in the grain business at Milwaukee, Wis., operating with A. K. Taylor as Taylor & Bournique. Mr. Taylor died in 1921 and Mr. Bournique closed up the affairs of the company and entered the banking business.

BRADLEY.—William Bradley died on July 20 at Superior, Wis. He was a member of the Wisconsin Grain & Warehouse Commission.

BROWN.—C. A. Brown, for years in the grain business at Wapello, Iowa, died on July 6 following a long illness. He was 67 years old.

CALVERT.—C. A. Calvert died recently at Frederick, Okla., where he was a member of the firm of Calvert & Abercrombie.

COWEN.—W. W. Cowen, formerly a member of the Kansas City Board of Trade, died at Fairhaven, Mass., on July 16 aged 76 years. He was formerly manager of the Kansas City office of Shearson, Hammill & Co., of Chicago.

CRESSY.—Frank R. Cressy died on July 13 at his summer home in Sunapee, N. H. He was founder of the Cressy Grain Company of Concord.

GODFREY.—Fred B. Godfrey died on July 30. He was manager of the coarse grain department of the Simonds-Shields-Lonsdale Company of Kansas City. He was first connected with the Home Grain Company of which C. W. Lonsdale was manager; he then formed connections with the Lonsdale Grain Company and in 1917 became associated with

the Simonds-Shields-Lonsdale Grain Company. His widow survives him.

GRANGER.—Tom Granger, an old time grain man of Sioux City, Iowa, died on June 25 at Eagle Grove.

HAX.—George A. Hax, founder and senior member of the grain firm of G. A. Hax & Co., Baltimore, Md., died on July 15 at his home after a long illness. He was one of the oldest members of the Baltimore Chamber of Commerce. His widow and one son survive him.

HUHN.—Anton Huhn, for 40 years prominent in the grain business at Minneapolis, Minn., died of pneumonia on August 3. He retired from the grain business a few years ago and since then has been manufacturing a wheat heater. He entered the grain business at Milwaukee in 1871 when 16 years old. In 1910 at Minneapolis he organized the Huhn Elevator Company under which name he operated a 275,000-bushel elevator. This burned in 1915 but Mr. Huhn continued in the grain business until about 1920. His widow, one daughter and two sons survive.

KURTZWEIL.—M. Kurtzweil died on July 14 at Altoona, Iowa. He was for years president of the old Iowa Seed Company of Des Moines, and also served as president of the Iowa Seed Dealers Association.

LIVINGSTON.—Louis Livingston died on July 14. He was at one time an operator on the Board of Trade, Chicago.

M'CARTHY.—James H. McCarthy died on August 1. He was founder and president of the McCarthy Bros. Company, grain commission men of Minneapolis and was also vice-president of the Capital

Elevator Company of Duluth, Minn. He had been in the grain business in the Northwest for 35 years. His widow, two sons and one daughter survive him.

LOSSING.—Frank E. Lossing, a flour and feed merchant of Norwich, Ont., died on June 30, aged 59 years. His widow, two sons and a daughter survive him.

NEWMAN.—Abram J. Newman died recently at Rochester, N. Y. He was formerly vice-president of the Newman Bros. Grain Company, and was 86 years old.

SMITH.—George W. Smith, died at Seattle, Wash., on July 23. He was in the grain business for years and was formerly Seattle representative of the Stephenson Smith Grain Company of Spokane, Portland, Seattle and San Francisco.

WAGNER.—Emil W. Wagner, a pioneer grain man, committed suicide by jumping from the fifteenth floor of a Chicago office building on July 20. Mr. Wagner was head of E. W. Wagner & Co., a well known Chicago grain commission firm, which failed in 1921 for about \$10,000,000. Further details concerning his activities in the grain business are given in the Terminal Markets Department of this issue.

WALTON.—Frank M. Walton died, aged 57 years. He was president of the Ellendale Grain & Produce Company of Ellendale, N. D.

WICKER.—William E. Wicker died on July 31 after an illness of several months duration. He was for 32 years in the flour and feed business at Lockport, N. Y., from which he retired some years ago.

WOOD.—Charles F. Wood died, aged 56 years, on July 31 at Louisville, Ky. He was prominent for years in the seed business. In 1900 he and W. P. Stubbs organized the Woods Stubbs Company at Louisville. He withdrew from this in 1912 and entered the paint business. Later he engaged in the seed brokerage business in Chicago and New York City and conducted a retail store in Louisville for a time.

WOODS.—William Woods died recently, aged 96 years. He was a retired grain merchant and was formerly a member of the Merchants Exchange, St. Louis, Mo.

TRANSPORTATION

RAILROADS VS. FARM BUREAUS

The petition of 73 western railroads for an 11 per cent increase in freight rates will meet the organized opposition of the American Farm Bureau Federation, it was announced by officers of the organization, following a conference. Farm bureaus in 22 states, affected by the increase, will be mobilized to fight the petition.

Hearings on the petition of the railroad before the Interstate Commerce Commission have been set for September 1.

NEW RATE FAVORS OKLAHOMA

Grain dealers, and farmers of Oklahoma may save about \$3,000,000 every 12 months, in Oklahoma-to-Texas freight rates, under a recent I. C. C. ruling. This is the belief of E. R. Hughes, of the Oklahoma Corporation Commission. The figures are based on a wheat yield average of 40,000,000 bushels. Hughes estimates that the grain-rate saving will be about four and a half cents per bushel. The order, effective in October, provides that flour shall have the same rate as wheat to Texas points.

MIXED CAR CONTROVERSY

The Interstate Commerce Commission has decided in favor of the complainant in the case of the Marshall Mill & Elevator Company vs. the Kansas City Southern Railroad.

The complaining company alleged that the defendants' failure to permit at Marshall the storage in transit of flour and other grain products and the reshipment thereof in straight or mixed carloads on the basis of the through rates to points in Arkansas, Louisiana and Texas, subjected it to undue prejudice and unduly preferred distributors at Shreveport, La., and Texarkana, Texas.

DEMURRAGE DISCUSSION

On the passing of the new grain act through the Canadian Parliament, a proposal was made that the hours of loading grain before demurrage begins should be increased from 24 to 48. It was pointed out by western farmers that coal companies use the same class of cars in the season of the year when grain is being loaded, and get 48 hours. It was also urged that the demurrage should be reciprocal, if changed at all, as farmers had often to wait for cars when the market was falling. On behalf of the railways it was urged that to extend the time would only cause delay and a slowing up in the whole grain movement. The Minister of Railways said the railways were much opposed to increasing the time to 48 hours. "Millions of dol-

lars are spent in getting cars ready to move the grain crop," he said, "cars that lie idle for a good part of the remainder of the year. This proposal means doubling the time for loading and practically doubling the number of cars you will require to meet the demand. That will be added to the rate on your grain."

Many of the farmers opposed the proposal for lengthening the time, pointing out that, with the new grain act in force, the farmers would be using loading platforms to the fullest extent, and adding that they had never had very much trouble from the railways in the matter of demurrage. The proposal was negated.

RAIL-AND-LAKE RATES

Grain and its products shipped from Blue Island, or Argo, Ill., to eastern and Canadian points, via rail and lake, must be charged for at rates originally specified by the railroads. For a while the rates have been suspended, pending investigation. Upon protest of the Southwestern Millers League the schedules were suspended. The persons interested, the Commission's report said, were millers in interior Kansas on the Missouri Pacific west of Kansas City who mill in transit, grain originating at points still farther west on the line of the Chicago and Northwestern Railroad.

EXPORT RATE HEARING STILL ON

Three transcontinental lines, have applied to the Interstate Commerce Commission for permission to rescind westbound export rates on western Montana wheat and wheat products, and the opposition they have met is drawing the length of the commission hearings out to an unexpected degree. Twin City, and Duluth business interests are reported to have started things, through the railroads, and are actively though sometimes indirectly represented at the western hearings. To date, no decision has been handed down by the commission.

CONDEMNNS NEW RATE PROPOSAL

The Interstate Commerce Commission has found "not justified" the proposed increase in rates from certain points in Kansas on the Union Pacific to St. Joseph, Mo., on grain and grain products, when routed Union Pacific to Marysville, Kan., St. Joseph, and Grand Island. The schedules were suspended on protest of the St. Joseph Grain Exchange and at the hearing the Excelsior Flour Mills of Marysville also appeared as a protestant.

The railroads proposed to increase the rates to St. Joseph from 28 Kansas points on the Union Pacific south of Marysville, Kan., to and including Junction City, northwest of Junction City to and including Wakefield, and west of Garrison Cross-

ing to and including Lasita, when routed Union Pacific to Marysville, and St. Joseph & Grand Island referred to as the Grand Island, beyond.

The Excelsior Flour Mills, of Marysville, Kan., the Commission said, showed that if the schedules became effective, undue prejudice would result to it, because it would not be able to purchase grain at the Union Pacific points in competition with its St. Joseph competitors. The commission said that the railroads urged on brief that the suspended schedules in effect canceled the Marysville route, and that under the Interstate Commerce Act the commission could not require the Union Pacific to short-haul itself. The commission said that position was not sound—that the Marysville route would remain open, but at higher rates. It said respondents should forthwith remove the existing fourth-section violations in a manner which would not result in undue prejudice to Marysville.

CHICAGO-TO-SEA CANAL URGED

Developments exceeding those of the Panama Canal would result from the construction of a direct waterway connection between Great Lakes and the Atlantic Ocean, according to a statement made by Frank O. Lowden, former governor of Illinois. He is spending his vacation traveling along the St. Lawrence River.

According to Lowden, the only thing needed to complete such a connection would be the canalization of certain stretches of the St. Lawrence. This would be followed by a rapid development of all cities along the Great Lakes, and reduce freight rates on foreign shipments of grain and all other products, which would be handled direct, he declared.

GALVESTON RATES ORDERED DOWN

Galveston, Texas, has been held by the Interstate Commerce Commission to be receiving unfair treatment, as compared to New Orleans, in the fixing of southwestern railroad rates on exports, imports and coastwise traffic.

The commission laid down a basis for correcting the condition new schedules to become effective by October 2. All commodities moving to or from points in Louisiana west of the Mississippi River, Arkansas, Texas, Oklahoma and southern Kansas which are given export and import rates were affected by the order.

Railroads were ordered to make rates to or from New Orleans identical with the Galveston rates to all points where differences in the distances are not greater than 100 miles. Where differences are greater than 100 miles and are in favor of Galveston the railroads were instructed to make a lower rate to Galveston than to New Orleans. Specific figures were given for this differential favoring Galveston where the distances justified.

FIELD SEEDS

KANSAS SEED WHEAT POOL PAYS DIVIDENDS

The interesting account of the origin, development and subsequent success of the Kansas Seed Wheat pool is related by Secretary Mohler, of the Kansas State Board of Agriculture, in a recent issue of *The Northwestern Miller*.

When the legislature met in special session in the late summer of 1923 some members of the house called the attention of those of us directly interested in Kansas agriculture to the rather acute situation in which a considerable number of farmers of the extreme southwestern counties of Kansas had found themselves, owing to the then apparent failure of the wheat crop.

The banks had loaned up to the limit of law and of good judgment and comparatively little money was available for seed for the next year's crop of wheat. The farmers were in a bad way—could anything be done?

"I called a conference of representatives of railroads, bankers, millers, grain men and legislators," Secretary Mohler explains, "and we decided to hold a meeting at Dodge City, an important center in the affected territory, to discuss the matter with farmers, county commissioners, bankers, and business men of that region."

"Meanwhile the Santa Fe Railroad had authorized the Topeka committee to offer to place \$250,000 of the road's funds in the hands of local bankers, to be used exclusively for seed wheat loans. This money was to be loaned at 4 per cent to the banks, which in turn could loan to the farmers, on security, at the usual rates. I had thought that this generous offer would handle the situation in an entirely satisfactory and adequate manner. But at the Dodge City meeting we were informed that it wouldn't. It would clear up trouble for many farmers but there were yet others who were en-

tirely without collateral to offer. Means had to be devised to provide them with seed.

"The matter was discussed thoroughly and the meeting urged the formation of a committee to solicit funds for the seed wheat which were to be repaid on the crop-shares basis. I was asked, because of my position with the state board of agriculture, to determine the personnel of the committee. The details of the work were to be planned by the committee after its foundation.

"Seven directors were appointed, C. V. Topping, secretary Southwestern Millers League; H. M. Painer, manager Southwestern Wheat Improvement Association; E. J. Smiley, secretary Kansas Grain Dealers Association; Harry Sharp, secretary Associated Industries of Kansas; Fred M. Bowman, assistant secretary Kansas Bankers Association, and J. C. Mohler, secretary State Board of Agriculture. Officers were elected at the first meeting, myself as president, E. J. Smiley, vice-president, and Harry Sharp, secretary. The state bank commissioner was to handle the funds. It was decided that the seed should be furnished on the one-fifth crop share basis. Previously there had been some talk of asking a two-for-one return from the farmers but this was decided against for two chief reasons. In the first place it had been a common practice in that section of the state for the farmer to pay back one-fifth of his crop when seed had been furnished him; and in case of failure, a yield of less than five bushels per acre, the farmer was under no obligation to harvest if he notified the county committee a week before the wheat was ready for the reaper. Furthermore, our committee believed that an indefinite one-fifth share would hold considerable attraction for the gentlemen with sporting inclinations. There would be a chance for big gains, a chance for a killing. We believed that with the crop share plan more money would be put up.

"Farmers were to be supplied seed only when they

could show a well-prepared seed bed, and, except in special instances, no farmers were to be supplied with more than enough wheat to seed three-fourths of their previous year's acreage.

"Our central committee then incorporated in order that none of the members would be liable personally in case of any legal difficulties. The committee became the 'Central Seed Wheat Association, a voluntary and nonprofit organization,' the officers and directors serving without compensation.

"Our task now was to raise money—it had been estimated at Dodge City that \$300,000 would be needed. That the necessary money was in Kansas, we knew, but our time was short. It was already well into August and the farmers would be shortly in need of the seed, so we decided to go immediately to the big grain centers where we were convinced money could be raised without delay.

"Our representatives went to Kansas City, Wichita, and Chicago. At Chicago, the secretary of the Board of Trade called a meeting of the directors at once. Our representatives were invited to appear before the assembly and deliver themselves of their appeal. They were admonished only to make it short.

"They were successful with their appeal here and in other cities, and to make a long story short, the association's money provided 750 farmers with enough seed to sow about 98,000 acres.

"Then, as every one knows, Kansas produced another big wheat crop, in fact more than one-sixth of the entire wheat crop of the United States. Communications soon announced that the association's share of certain men's crops was such and such an amount. It was time to take care of the marketing. The plan previously adopted was to have the wheat shipped to the association's headquarters at Topeka, where Mr. Smiley was to take charge.

"He marketed the wheat in the most intelligent manner that I have yet had the occasion to observe. In all cases he would mix and blend his wheat to secure the highest possible grade. He tested for protein content and on that basis, for the wheat of that section is of remarkably good quality, he sold at a premium directly to millers. He sold locally when he thought it advisable, but he handled the bulk of the association's share at Topeka. He studied the crop reports from over the world and from them he was able to determine accurately the trend of the market. He decided to store 20,000 bushels. He held it for a time and later sold at a gain of about 30 cents on each bushel. His work was admirable in all respects.

"A 70 per cent return was prorated to investors shortly after the harvest, and just as quickly as that amount accumulated. The entire contribution had now been returned. And then just before last Christmas, a 90 per cent profit was prorated to the subscribers on the amount actually invested. A little more than a month ago the final payment of 11 per cent was made, the affairs of the association closed up, and its charter surrendered."

SEED NEWS FROM WISCONSIN

By C. O. SKINROOD

The Wisconsin seed crop for 1925 is now being watched and inspected by the State Department of Agriculture. The fields of pedigreed seed grains are being visited by a large force of official inspectors under the direction of E. D. Holden and Geo. Briggs. Fully 250 fields will come under this test. The inspection is made only for the members of the Wisconsin Experiment Association.

The reports collected on these fields will show what variety of grain is being grown in a particular field, also the percentage of mixture with other grains, the amount of disease and the degree of weed mixture. Later on this year, samples will be taken from each of these fields and sent to the laboratory of the State Seed Inspection Department at Madison, Wis., and tested for their germination and purity.

This is the operation of a part of the machinery by which Wisconsin has built up a large trade in pedigreed seeds. These seeds are later sent to practically every state in the union and to many foreign countries.

L. F. Graber, the Alfalfa specialist at the College of Agriculture at the University of Wisconsin, has come out with a statement urging farmers to cut their Alfalfa only twice in a season and cut it at the right time to get the maximum yields of hay. Mr. Graber says the idea is to produce more hay with less labor and thereby increase the yield of Alfalfa for the state.

Experiments indicated that Alfalfa which was cut three times a year in the bud stage yielded 1.9 tons per acre. It was found also that when cut three times a year in the tenth bloom stage, the yield was about 2.7 tons per acre. The third test was to cut the Alfalfa twice in the full bloom stage and this yielded 3.4 tons per acre, or .7 of a ton more than the best yield under the three crop plan.

Some farmers have objected to the coarser stalks of the Alfalfa when left to the full bloom stage, according to Mr. Graber. This objection can be met, Mr. Graber finds, by cutting the first crop of hay in the tenth bloom or early stage and then cutting

the second crop in the full bloom stage. The second crop is naturally fine stemmed, Mr. Graber explains, and hence cutting the second crop late does not in any way damage the quality.

Judging from the Milwaukee seed market quotations, the general crop of seeds is going to be better than last year. The Red Clover quotation has been marked down to \$24 to \$26.50 for the choice seeds. This represents a moderate decline.

The country lots of Red Clover have also been reduced, now ranging from \$18 to \$23, while the dirty and poor lots are now quoted at only \$10 to \$15. The Alsike is now ranging from \$13 to \$18. Timothy seed prices, however, appear to be holding up well with a top price of \$8 at the present time. The good to choice Timothy ranges from \$6.75 to \$7.25 while the very fancy seed brings as high as \$7.50 to \$8. The poor and ordinary seed is quoted at only \$5.75 to \$6.50.

The flax seed in the Milwaukee market has been firming up and is now quoted around \$2.70 for the best quality.

Considerable discussion has been aroused in Milwaukee by the fact that the William O. Goodrich Company got a boat load of flaxseed direct from Port Arthur. This boat came direct to Milwaukee and the entire freight charge was only 5 cents per hundredweight. The authorities at Port Arthur claim that the saving in freight by bringing this cargo by the all-water route was no less than \$50,000.

The North American Seed Company says the prospects are excellent for a large crop of Red Clover seed. The stand of the Clover in this state is said to be thick after the abundant rains which have visited most sections of Wisconsin.

Most of the farmers are expected to leave their Clover for seed purposes this year, according to the North American company officials, due to the high prices which prevail for Clover seed at the present time. The farmers can make more money out of their Clover seed than they can out of leaving it for hay, the company adds, so that the fields used for Clover should be large.

The new Alsike and White Clover seed are reported to be moving in the Milwaukee market, the North American officials say. The quality of these seeds is said to be very good and the yields are said to be on a rather liberal scale. However, the early reports are the only ones available as yet and this may be subject to revision when the final figures come in.

The yields of Timothy are said to be only fair, according to the North American company. The recent strengthening of the market price and the information from the crop growing districts of Iowa and Minnesota and surrounding states all point to the fact that the crop of Timothy seed will be rather light. However, this view too, will be subject to later revision.

NORMAL SUMMER TRADE IN NEW YORK MARKET

By C. K. TRAFTON

During the first half of the period under review, there was no material change in the broad underlying condition of the New York seeds market as outlined in our July issue. Dullness continued as the outstanding feature. Holders remained decidedly firm as a rule, calling attention to the light carry-over of many varieties and the prospective small yields in numerous growing sections. As a consequence they expressed confidence in the stability of prices with the opening of the new season which would assure them of a satisfactory selling basis for their old-crop surplus. Buyers were convinced that the claims of poor crops had been exaggerated to a large extent and that prices would be reduced substantially with the advent of the new crop seed. For that reason they could see no reason for paying current prices in order to increase their stocks so far in advance of the time when the seed will actually be needed. Because of this virtual dead-lock prices in the majority of cases are just

about the same as those quoted a month ago by conservative and dependable distributors. Fancy Redtop and Fancy Kentucky Bluegrass are about 2 cents and ½ cent higher respectively; while Sweet Clover is about 1 cent lower and White Clover from 2 to 4 cents lower.

During the latter part of the month the market became more active owing to the brisk opening up of the mid-summer season in Crimson Clover and in Winter Vetch. In spite of the increased demand, however, prices for the former showed no noteworthy change, while prices for the latter were advanced slightly.

Crimson Clover began to open up its summer season in good style about the middle of the month and judging by the general character of the demand it was apparent that many distributors and retailers who had kept out of the market for a month or more, hoping that the arrivals of foreign seed would force prices down to a lower basis, had abandoned such hopes and decided to replenish their stocks, which many of them had permitted to run down to dangerously small proportions. For the time being arrivals continued small and as the bulk was promptly shipped out there was no increase in local stocks. In fact, although arrivals became larger subsequently it was the consensus of opinion among well-informed traders that stocks along the seaboard were the smallest seen in years. As a consequence prices moved upward for a time, spot quotations at one time ranging from 7 to 7½ cents duty-paid. With this urgent demand satisfied a perceptible subsidence of interest was noticed, creating the impression in some quarters that the total distribution of Crimson would be much smaller than in recent years. As a consequence the moderate increase in arrivals led to an easier tendency in some quarters and prices reacted to last month's basis 6½@7 cents. Total arrivals for the month were about 3,190 bags, compared with 780 for the preceding month. Early in the month a closer and more general interest was noted in French seed for early shipment and a fair business was done at 5@5½ cents c.i.f. This encouraged some shippers to ask higher prices and offers were reported as high as 5½ cents. At the same time, other shippers, evidently realizing that the season was drawing to a close, were offering at as low as 5.10 cents. At the end of the month fears that they had over-stayed their market evidently became more general and a price as low as 4½ cents c.i.f. was mentioned in some quarters. However, it was evident that the reductions came too late to interest buyers.

Red Clover remained lifeless throughout the month, but while buying interest disappeared almost entirely, holders of the small local stock remained firm. As a consequence the imported variety became practically unquotable. The firmness of holders was ascribed to a belief that the situation was bound to improve owing to a combination of unsatisfactory yields in certain growing sections and the prospective development of a good late summer demand. Latterly rather more interest has been shown in European seed for forward shipment, but buyers and sellers are still too far apart to permit of business. In fact, offerings are extremely scarce and the basis has been advanced about ½ cent, or to 19@19½ cents c.i.f.

Alfalfa also continued stagnant and nominally unchanged on a basis of 22½@23½ cents for domestic and 19@20 cents duty-paid for imported. Throughout the month holders remained firm because of light stocks, but buyers were holding off because of generally favorable western crop advices, and this tendency became more marked as the month progressed and reports were received regarding the new crop movement. Business in Argentine seed for forward shipment remained impossible as shippers quoted a purely nominal basis of 23@24 cents c.i.f. and were not making firm offers. They stated that it was difficult to secure large lots of choice seed, most of the supply available being dark

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and unsuitable for export; and still selling at remarkably high prices. Confirming previous claims regarding large purchases in Europe. Buenos Aires reported the arrival of large quantities from France and Italy and one moderate-sized lot consigned to a firm now liquidating its affairs was re-sold without difficulty.

CLOVER STRONG

Clover seed ruled strong and higher this week, say Southworth & Co., Toledo, under date of August 8. Offerings increase on bulges. Some foreign selling. Good demand especially for October on moderate setbacks. Present prospects favorable, but crop not made. Highest prices for Clover are frequently seen before the new crop moves. The trend is usually mixed in August.

A large French dealer writes—"Our Red Clover market is very active at the present time. Large demand from German buyers and many dealers have bought large lots. Our stocks are absolutely exhausted and prices for Red Clover of the new crop are advancing."

An Ohio dealer writes—"Clover fields are looking fine, with acreage large. We should have some Clover seed. With Timothy the story is different. The acreage is only about 25 to 30 per cent of last year's. There will be little Timothy around here this year."

Alsike also ruled strong in sympathy with Clover, although trade is light.

Timothy firm. Good demand for both cash and futures.

Harry Sunfield is now with the Shultz Seed Company of Olney, Ill.

A new seed house, 37x70 feet, is being built at Gilmer, Texas, for J. R. Penn.

The Southern Seed Company is succeeded at Indianapolis, Ind., by J. E. Ryburn.

A new seed warehouse is being erected at San Jose, Ill., for the W. G. Kelly Seed Company.

Another warehouse and grain loading plant is being built at Caldwell, Idaho, for the Lilly Seed Company.

The Rupert Seed & Milling Company of Boise, Idaho, has decreased its capital stock from \$56,000 to \$25,000.

A three-story cleaning and storage plant for handling field seeds has been completed at Maple, Ont., for A. Bailey.

The Price Seed Company of Charlotte, N. C., has gone into the hands of a receiver. Fred B. Helms is acting as the latter.

The I. L. Radwaner Seed Company of New York City has been reorganized and changed its name to the I. L. Radwaner Seed Company, Inc.

B. F. Harmon has bought the property of the McPherson Seed & Produce Company at McPherson, Kan. He sold it to C. R. Gordin last spring.

The Schultz Seed Company of Olney, Ill., has installed a corn cracking and feed mixing department in its 30,000-bushel elevator on the B. & O. The company plans many improvements during the coming year, increasing the poultry feed department and has installed sweet feed mixing machinery with capacity of two cars a day.

The new warehouse and office building of the Wm. A. Ward Seed Company at Sacramento, Calif., has been completed. It is equipped with the latest machinery.

Frank D. McManus has been appointed manager of the New York, N. Y., office of the Albert Dickinson Company. For nine years Mr. McManus has been representative of the I. L. Radwaner Seed Company.

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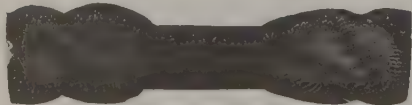
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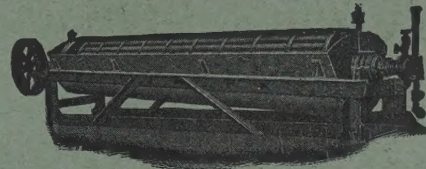
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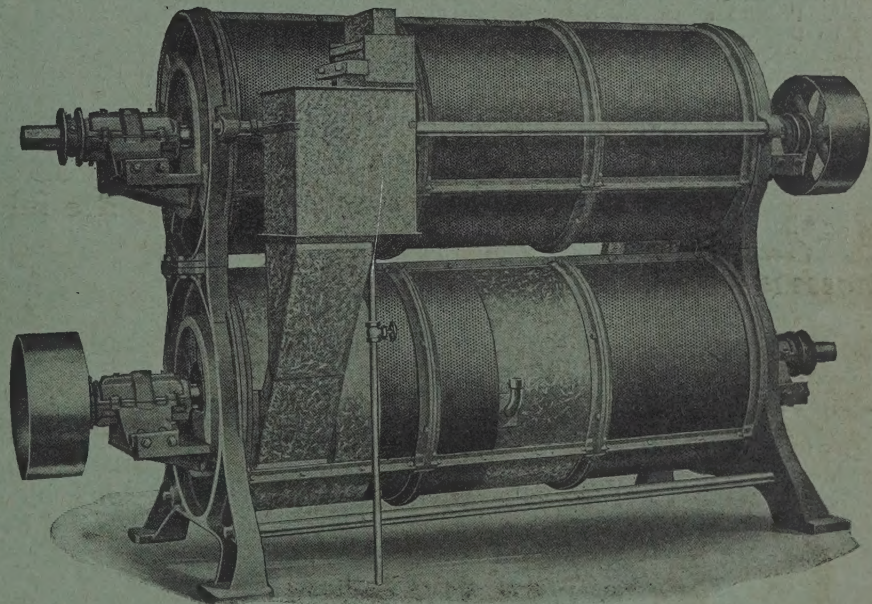
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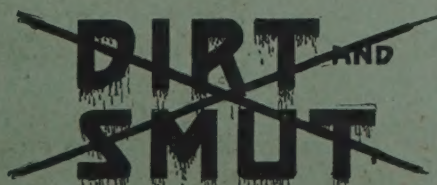


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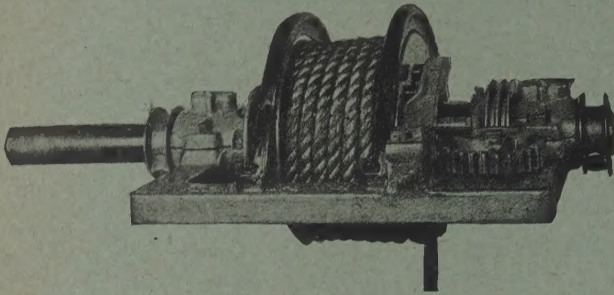
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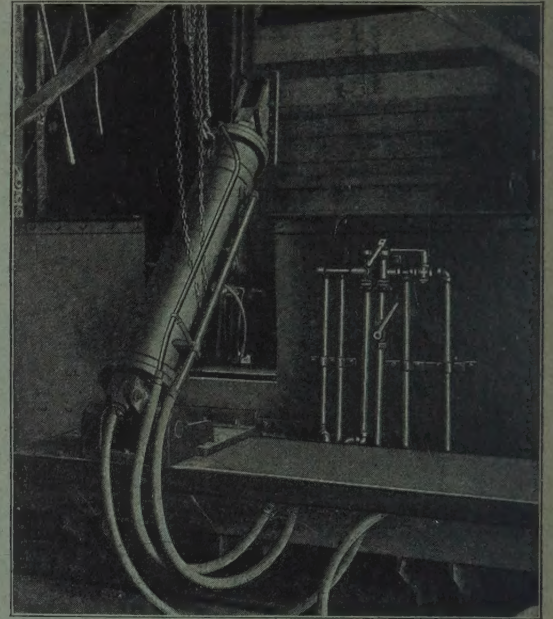
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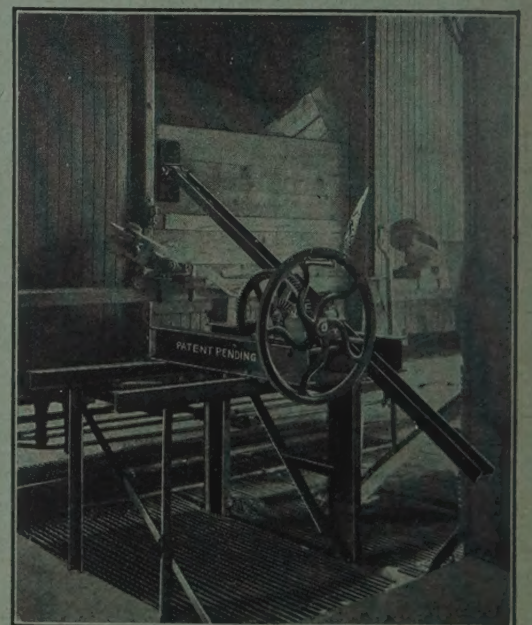
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